

The
CHEMIST AND DRUGGIST
for RETAILER - WHOLESALER - MANUFACTURER



Established 1859

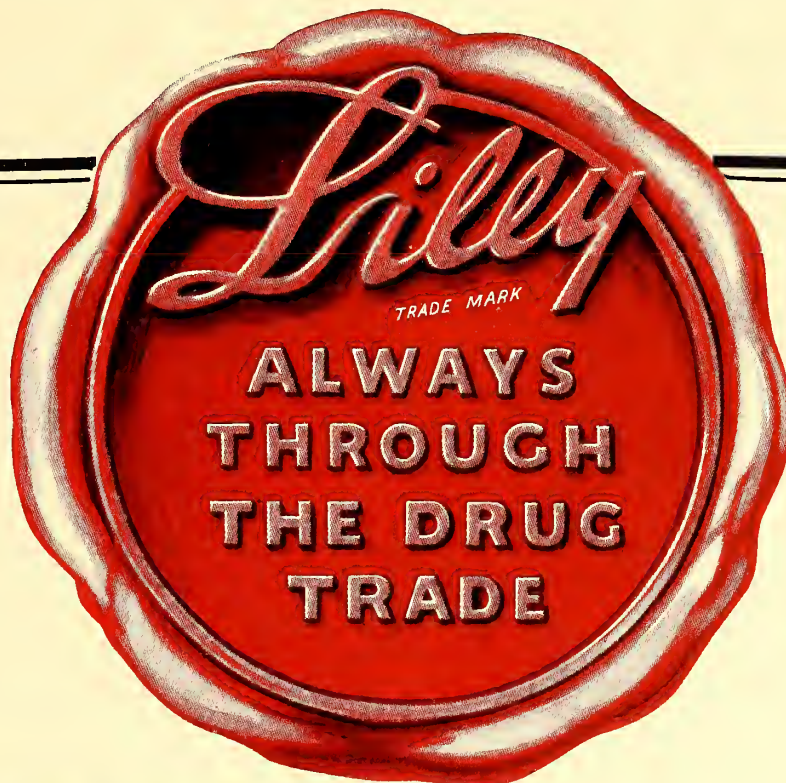
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OCTOBER 22, 1938

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AN OUTSTANDING LILLY PRODUCT
'LEXTRON'

TRADE MARK

BRAND

LIVER-STOMACH CONCENTRATE WITH
IRON AND VITAMIN B COMPLEX

ISSUED IN PACKAGES OF 42, 84 & 500
'PULVULES' BRAND FILLED CAPSULES

ELI LILLY AND COMPANY LIMITED

2, 3 and 4, Dean Street, LONDON, W.1

Telephone : Gerrard 2144

Telegrams : Lillypharm, Rath, London

DISTRIBUTING AGENT IN BRITAIN FOR ELI LILLY AND COMPANY, INDIANAPOLIS, U.S.A.

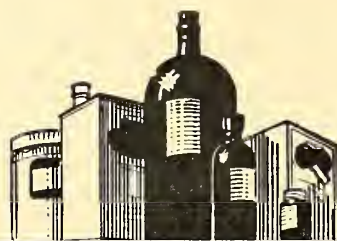
AQUÆ AROMAT. CONC. -	-	Full strength, stable, do not require filtering
CATAPLASM KAOLIN -	-	Maximum therapeutic value due to high anhydrous Glycerin content
EXT. CASC. SAGR. LIQ. -	-	From mature bark
EXT. GLYCYRRH LIQ. -	-	Strictly B.P. manf.
INF. GENT. CO. CONC. -	-	Full odour of fresh peel—free from deposit
INF. CALUMB. CONC. -	-	Bright, and remains bright on standing
HOUSEHOLD EMBROCATION		Effective, does not spill on application
PIL. FERR. CARB. -	-	Non-cracking, iron content does not deteriorate
SYRUP, EASTON'S -	-	Always freshly made, maximum keeping properties
SYR. HYPOPHOSPH. CO. -	-	Brilliant, free from deposit
SYR. GLYCEROPHOSPH. CO. -	-	Brilliant, stable colour, fine flavour
SYR. FERR. PHOSPH. CO. -	-	Full Salts content, yet stable and brilliant
TINCT. NUC. VOM. -	-	Non-opalescent, retains clarity
UNGUENTA -	-	Milled, smooth, cold filled

BULK DRUGS

DISINFECTANTS

TOILET PREPARATIONS

PACKED PHARMACEUTICALS



**WRIGHT, LAYMAN
& UMNEY Ltd.**

"A Reputation that is sound and enduring is more valuable than a passing success however spectacular, and it cannot be built up in a day."
For 50 years a policy of supplying only the finest pharmaceutical preparations at reasonable prices has been consistently maintained.

SOUTHWARK

LONDON

PERFECTIBILITY

*I*t is true that a firm can rest on its laurels for a while, but how fast they wither if quality is not maintained !

For over a century, Guerlain has made it a point never to say, "This is good enough," but has constantly sought to improve its products.

The public knows this instinctively and gives its support. In the long run, the only sales argument that always convinces is quality.



Guerlain
Established since 1828

Get ready for

BIGGER SALES! & MORE PROFITS!



"Macs" have been on the market now for three years—years in which they have become firmly established in popularity. And now we have made two moves which are going to make this product even more popular with the public and the profession. Firstly we are planning

FORCEFUL NATIONAL ADVERTISING

throughout the winter months. This advertising will stimulate heavier sales than ever for Mac Brand Antiseptic Throat Sweets, because they now have three years' success behind them. And secondly—and most important to our retail friends—"Macs" are now sold to all direct buyers at 14 TO THE DOZEN and give a profit of nearly 33% on turnover! These new terms make it even more worth while to push this product.

★ BONUS TERMS — IMPORTANT

*We would remind our customers that bonus terms of 14 to the dozen are only available to those who buy **direct** from us. Minimum quantity to qualify for bonus, 1 dozen per size.*

GET MORE SALES WITH A WINDOW DISPLAY!

Generous supplies of attractive show material will gladly be sent on request.

PRICES: 4/9d. per doz. Retail 6d. each
9/6d. " " " 1/- "

'Phone: Ealing 6616. Telegrams: Macleans, Brentford.

MACLEANS LTD., GREAT WEST ROAD, BRENTFORD, MIDD.

VOLPAR

The British Drug Houses Ltd. announces the issue of Volpar, a new contraceptive formulated in co-operation with the Medical Sub-Committee of The National Birth Control Association and the outcome of nearly ten years' continuous investigation conducted by University research workers under the direction of the Birth Control Investigation Committee. Laboratory tests have shown that the active principle of Volpar is the most powerful non-toxic spermicidal substance known. The product is presented in two forms:—

VOLPAR GELS

Soluble suppositories primarily intended for use alone, or (for maximum safety) with a cap or sheath. *§ They cannot withstand tropical heat, but are suitable for use in Great Britain and other temperate climates.*

VOLPAR PASTE

An ointment for the lubrication of occlusive caps and sheaths or condoms. It will withstand wide variations in climate, and is suitable even for tropical use.

VOLPAR GELS AND VOLPAR PASTE, IN ADDITION TO BEING THOROUGHLY EFFICIENT, ARE AESTHETICALLY UNOBJECTIONABLE.

HOME TRADE PRICES

GELS: in screw-capped glass tubes containing 1 dozen gels, 2s. 0d.

PASTE: in collapsible tubes containing sufficient for 12 applications; 2s. 0d.

Discount to pharmacists 33 $\frac{1}{3}$ %

VOLPAR GELS AND PASTE CAN BE SOLD ONLY BY PHARMACISTS
Pharmacists interested are asked to apply for a booklet describing Volpar and the researches which have led to its production.

THE BRITISH DRUG HOUSES LTD. LONDON N1

EXTRACTS

TINCTURES RESINOIDS
OLEO-RESINS MEDICINAL RESINS

FOR EXPORT

**Specially prepared Non-
Alcoholic Soft Extracts for
making Concentrated
Infusions, Liquid Extracts,
Tinctures, etc.**

WILLIAM RANSOM & SON

ESTABLISHED 1846

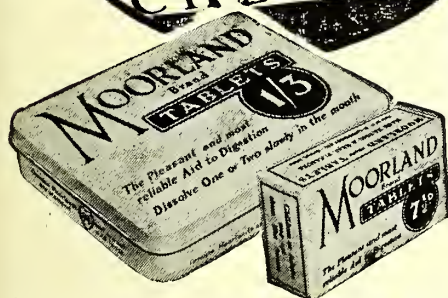
Ltd.

Manufacturing Chemists

HITCHIN near LONDON

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DISPLAYS mean BIGGER SALES**INTERESTING RESULTS FROM AREA TESTS**

We have definite proof that where Moorlands are prominently displayed sales increase at least threefold. These letters from happy stockists speak for themselves:

Wolverhampton Chemist writes:

"No doubt you will be interested to know that the display increased the sales of Moorlands during last week to about six times normal."

Another stockist writes: "It is very gratifying to find our efforts rewarded in this fashion, as I can assure you that for the last three weeks our Moorland sales have been just over three times the normal sale . . . owing to the continuous display."

We cannot do more than prove to you that

It pays to display

MOORLAND
BRAND
INDIGESTION TABLETS

W. B. CARTWRIGHT LTD., RAWDON, LEEDS

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**NEW . . . an effective Show-card
to encourage the Sales of**

MERCOLIZED WAX

Show it and take advantage of constant advertising and the handsome profit now available.

16/- 28/- 2/- 3/6
per doz. retail

DEARBORN (1923) Ltd.

TELEPHONE: HOLBORN 9669



Excellent Show Material and Counter Booklets on request.

A BONUS of 10% on £3 assorted orders is offered for a display of MERCOLIZED WAX.

37 GRAY'S INN ROAD · LONDON · W.C.1



PERFUME
9/-
PERFUME WITH SPRAY
13/6
COFFRET
OF THREE PERFUMES
27/-

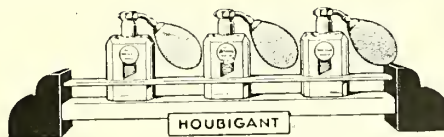
"Demi-Jour"
"Floraison"
"Présence"

*Houbigant's Parfums
de luxe now at prices
within the reach of all.*

These three HOUBIGANT exclusive perfumes - hitherto obtainable only in silk cases - are now available to a more extensive public in a simplified yet aristocratic pack.

As Christmas Gifts they are exquisite, inexpensive and bound to please.

Tempt the customer by displaying them on your counter - in your window. You will gain profit and prestige.



FREE OF CHARGE. This superb set of 3 Perfume Sprays is supplied with orders for demonstration purposes.

Houbigant

HOUBIGANT Preparations are obtainable from your usual Wholesaler or direct from
PARFUMERIE HOUBIGANT
19, RUE DU FAUBOURG ST-HONORÉ, PARIS

THE PERFUMERY MARKETING CO.
Princes House 190, PICCADILLY, LONDON W.1.
will be pleased to reply to all enquiries concerning HOUBIGANT Preparations.

DO YOU LEAVE IT TO CHANCE?



Is it just a matter of luck when a customer asks for a dentifrice that gives you a better profit, or do you influence the choice by means of a prominent Forhans display?

A good display for Forhans attracts instant attention. It effectively puts over at a single glance Forhans powerful 'double protection' appeal—"does both jobs—cleans teeth: saves gums."

SOLE SELLING AGENTS: STEMCO LTD., 128, ALBERT ST., CAMDEN TOWN, N.W.1

Customers who have read the Forhans advertisements in the press and magazines are immediately reminded of their need for Forhans, and buy. Other customers on the point of asking for a less profitable brand, are often persuaded to try Forhans instead. And you make up to 1/- clear profit on every large tube of Forhans you sell! And *that's a certainty!*



ROWLAND'S MACASSAR OIL



Regd. Trade Mark

FOR ALL SHADES
OF HAIR
IT PROMOTES THE
GROWTH, GIVES
LIFE AND LUSTRE
AND LONG DE-
LAYS BALDNESS.

A. ROWLAND & SONS, Ltd.

22 Laystall Street, Rosebery Avenue
London, E.C.1

"ODENTIC" PLATE BRUSH

Regd. No. 417637

To Retail at

1/6

Trade 12/9 doz.

From Your Wholesaler

— or —

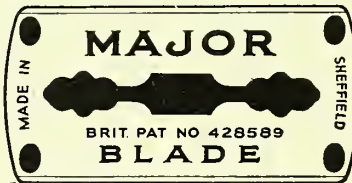
W. R. SPEER & SON,

215 Dalston Lane,

London, E.8 (EST. 100 YEARS)

SOMETHING NEW FOR CHEMISTS

Retail
1d.
each



Retail
4
for
4d.

The Slotted "Major" Blade fits
Three-peg and Bar-Type Razors.

SAMPLE AND TERMS FROM—

DOMINION STEEL CORPN., LTD.
FLEET WORKS, QUEEN'S ROAD, SHEFFIELD, 2

EVERY DOG flea
HAS HIS DAY

*** (CTENOCEPHALUS CANIS)**

MAKE IT A SHORT ONE! You can't afford to ignore these loathsome pests, one of which can carry up to 20 embryo tapeworms, waiting their chance to involve you in endless trouble and expense. Eliminate this risk of worms—87% of tapeworm infections are due to dog fleas—and the other risks as well, simply by following the

COOPER HEALTH ROUTINE

1 TO PREVENT TAPESWORMS—Spend five minutes once a week dusting your dog's coat with Pulvex, to keep him free from fleas and all flea-borne parasites. A 6d. tin lasts several months.

2 TO PREVENT ROUNDWORMS—Spend thirty seconds once a day sprinkling his main meal with Cooper's Vitamin Ration to give him vital elements he won't get any other way. A 1/6 tin lasts two months.

IF YOUR DOG HAS WORMS NOW, Cooper's Liquid Worm Remedy will rid him of the lot, tapeworms and roundworms, with as little distress and danger as may be. Then the Cooper Health Routine, faithfully followed, will prevent the need for repeated worming.

* This simple routine was devised and perfected by Cooper's own Research Bureau, which carries on the only research work done on these lines in this country. For any further information that will help you, please write as fully as you can to the Dog Remedy Department.

NO FLEA CAN LIVE on a Pulvex'd dog within a week of your dusting him, which cuts out the flea risk. The other risks are reduced to the minimum by C.V.R., which, with its vitamins A, B, and D, builds up the dog's resistance to all infection; and, with its mineral salts, cures the habit of eating excrement—the main cause of roundworm infection. Eating excrement is an attempt to make good the lack of these essential salts. No normal diet can certainly provide them, with the other vital factors scientifically combined in C.V.R. C.V.R. accordingly is indispensable.

PULVEX VERMIN POWDER | **COOPER'S VITAMIN RATION** | **COOPER'S LIQUID WORM REMEDY**
6d. and 1/3 sprinkler tins | 1/6, 2/9, and 4/6 | Small dogs 1/3, larger dogs 2/6 bottles

FROM ALL CHEMISTS AND DOG SHOPS

COOPER, McDOUGALL & ROBERTSON LIMITED, BERKHAMSTED, HERTS

NOBODY LOVES A DOG FLEA—least of all the readers of the 'Tailwagger' etc., from which this advertisement is now reprinted in miniature. This unpopularity (to put it mildly) can mean quite a bit of money for you, if you'll start a vet. counter 'featuring' the Cooper Health Routine. Quite small shops are turning over a steady £5 per week. The beauty of the Cooper Health Routine is that it means three sales in one and nine times the profit in the year.



PULVEX VERMIN POWDER

6d. and 1/3 sprinkler tins

COOPER'S VITAMIN RATION

1/6, 2/9, and 4/6

COOPER'S LIQUID WORM REMEDY

Small dogs 1/3, larger dogs 2/6 bottles

TRADE TERMS—less 33½% and less 5% cash monthly

COOPER, McDOUGALL & ROBERTSON LIMITED, BERKHAMSTED, HERTS

4/6

2/6

8/6

5/-

5/6

2/-

3/6

6/-

1/3

2/-

3/6

6/6

10/6

2/3

1/3 2/- 3/6

★ In elegant presentation boxes

**SO GAY-
SO COLOURFUL**
-yet in such good taste



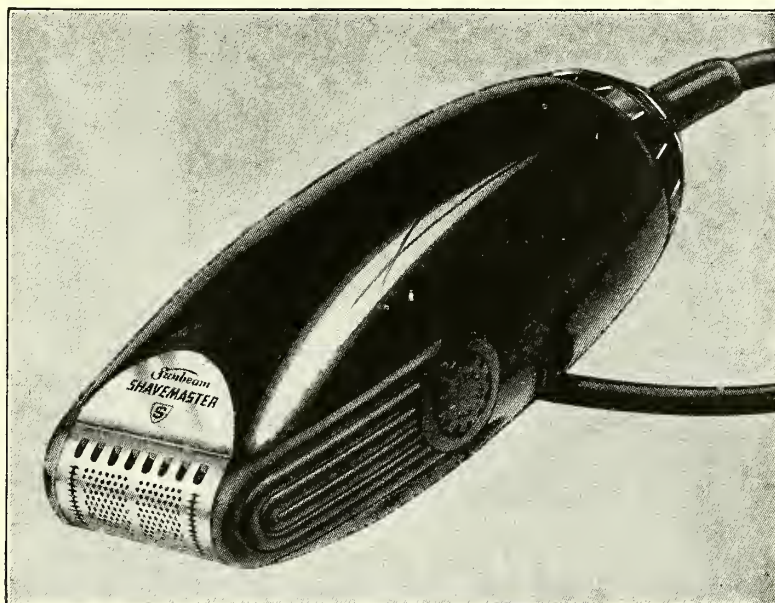
Vinolia Christmas Gift Boxes combine charm with utility. There is a fine selection from 1/3 to 10/6, including a box at 2/3 cleverly designed to look like a book and containing four tablets of Vinolia Soap. For beautifully illustrated price list apply to Vinolia Co., Ltd., Bebington, Wirral, Ches.

With a clear third or more off, to the Trade.

VINOLIA

V.T.173/551

For men who have
been intending to
buy an Electric
Shaver when the
right one came along



Shavemaster

FOR QUICK, CLOSE, COMFORT SHAVES



COUNTER DEMONSTRATION UNIT

Complete with SHAVEMASTER is offered to Retail Dealers at the price of the shaver only when six SHAVEMASTERS or more are ordered. This enables a prospective customer to "try before buying." Fitted inside with light bulb enabling entire unit to be illuminated and giving good reflection in the mirror provided.

The SHAVEMASTER is new in principle and performance, no skill required, no weeks of patient practice.

The ONLY electric shaver with a powerful, brush-type Armature wound Universal motor, convenient ON-OFF switch, no starting wheel to twirl.

The ONLY electric shaver with a lightning-fast, single-cutter that oscillates in an arc.

The ONLY electric shaver with a shaving head shaped to fit comfortably every contour of the face, and screened to pick up the beard the way it grows.

The ONLY electric shaver with a shaving head screened not only to shave the short beard, but also to pick up curling hairs that often cling close to the neck.

**RETAIL
PRICE
£3-7-6**

• TRADE ENQUIRIES INVITED •

SHAVEMASTER SALES

(Proprietors: S. Guiterman & Co. Ltd.)

NOTE: Enquiries up to October 31st — 35/36 Aldermanbury, London, E.C. From November 1st to new Offices and Showrooms, Mappin House, 156/162 Oxford Street, London, W.1.

Eupinal

Be assured of increased business and recommendations. Eupinal is C.F.— of course. This stable solution contains Iodide of Caffeine and is wonderfully efficient in cases of Chronic Bronchitis, Spasmodic Asthma, as a diuretic and to stimulate the heart's action.

CUXSON, GERRARD & CO. LTD.

Manufacturing Chemists
OLDBURY, BIRMINGHAM

LANALOL HAIR FOOD

is now firmly established and the extensive advertising of this product keeps it well in the public eye.

DON'T LET YOUR STOCK GET LOW

Lanalol No. 1 With Oil
(yellow label), No. 2
Without Oil (green label).
2/6 per bottle.

Also our new product—
Lanalol Shampoo, the
Liquid Soap de Luxe.
2/6 per bottle.

P.A.T.A. Terms :
All Wholesale Houses.

LANALOL LTD.

57-60 Holborn Viaduct, London, E.C.1



SOUTHALLS SAN TOWELS

WRAPPED in plain brown
paper parcel — with carrying
string and . . .
PACKED IN CARTONS
for you to display.

"CELTEX" SOLUBLE
6 for 6d. and 12 for 1/-
1/2 • 1/6 • 2/-



ALSO MAKERS OF 'ORIGINAL' & 'K' SAN TOWELS

INCREASE YOUR SALES BY SHOWING

'DAWN' FACE CLOTHS

"Dawn" Face Cloths are now
available in various qualities
retailing at 6d. and 9d., with
larger super cloths for bath use
at 1/- . Made by a special process
which renders them ravel proof.
Each in transparent wrapper
and in assorted pastel shades.
Never get slimy. Obtainable
from your usual wholesaler.

There's one to suit every customer

Jacques Fabrics Ltd

105/107 Princess St., MANCHESTER

London Agent : G. H. Bolton, Oxford Hse., Falcon Sq., Aldersgate St., E.C.1

BOOKS FOR STUDENTS

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... 11th Edition just published—re-written, completely revised and freshly illustrated. Links modern conceptions in pharmacy and dispensing with the methods and opinions of famous chemists who were craftsmen of exceptional knowledge and ability. This treatise on the methods and processes involved in compounding medical prescriptions has proved of untold value to generations of pharmacists. It is the classical work on this subject. Every student should possess a copy of this most useful book.

Price 11/- post free

A HANDBOOK TO PHARMACY

By William Kirkby, M.Sc.

This book has been compiled for the everyday use of every one associated with the craft of pharmacy—qualified or unqualified—apprentice or student. Contains a surprisingly varied amount of concise and accurate information in small volume. Essentially a handy work of reference in connexion with the practice of modern pharmacy.

This is a reliable text book for past, present and future students.

Price 5/4 post free

PHARMACEUTICAL BOTANY

"Botany without tears"

... a useful introduction to this subject. Written for students preparing for the qualifying examination of the Pharmaceutical Societies of the British Empire.

Price 5/4 post free

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★ ★ ★

These technical and business books have been written by experts. They will make a valuable and profitable addition to your library.

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The Publisher

THE CHEMIST AND DRUGGIST

28 Essex Street, Strand, London, W.C.2

TAMPAX

REGD. TRADE MARK

HAS REVOLUTIONISED SANITARY PROTECTION!

*Up and down the country women are
reading the sensational news of complete
sanitary protection without sanitary towels.*

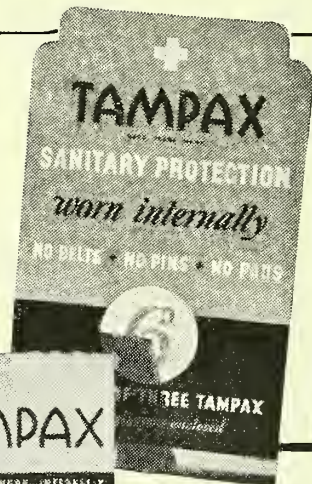
Tampax is worn internally: NO BELTS, NO PINS, NO PADS, NO ODOUR. An adaptation of the medical tampon, Tampax was invented by a physician to solve the greatest problem of woman's hygiene. Chafing and irritation are now eliminated. Tampax is invisible, and cannot become dislodged even during the most strenuous exercise. It is so comfortable that the wearer is unconscious of its presence. Tampax is recommended by doctors as the most hygienic form of sanitary protection available to women to-day, and more than eight million packets have already been sold.

TRADE TERMS: 13/6 per dozen
(Retail 1/6, packet 10's), 9/- per
dozen (Retail 1/-, packet 6's) and
4/6 per dozen (Retail 6d, packet 3's).



Tampax may confidently be used by all normal women. Some young girls may not find it possible to use Tampax, and should do so only after consultation with their doctor.

**WOMEN
ASK FOR
TAMPAX
where they
see it
displayed**



**YOUR WHOLESALE
STOCKS TAMPAX**

Sole Distributors: **SPLENDOR LTD., 5, BEASTMARKET HILL, NOTTINGHAM** Tel: Nottm. 45138.
FOR TAMPAX LTD., 10, BOLTON STREET, LONDON, W.1 (FACTORY: BELVUE ROAD, NORTHOLT, MIDDLESEX.)

NORVIC
ABDOMINAL
BINDER & BANDAGES

The ideal Abdominal Binder is one that "gives" to movement, however often washed, and contains no rubber to cause discomfort. The Norvic crêpe binder meets those requirements exactly. Comprising 70% wool, it combines firm support with absolute ease and softness. It is self-clinging, no folding is needed. Stretched to six yards length without loss of width and the edges do not tear or ravel. Made in 6", 8" and 11" widths.

This hygienic, very useful Binder has wide public favour, and the price is quite moderate. Supplies may be had through your usual Wholesalers.

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BRITISH
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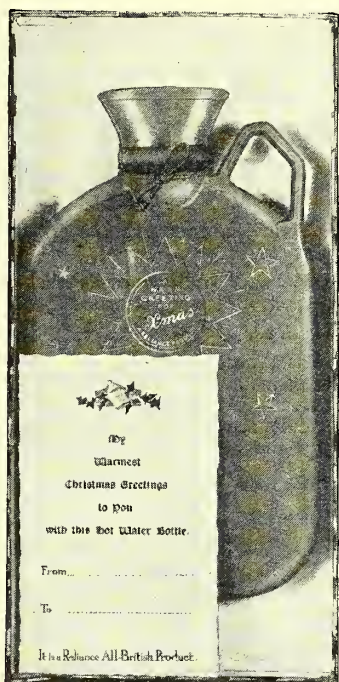
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MAKES

Also Household, Bath
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LONDON, S.W.19
Phone: Liberty 2283-4-5

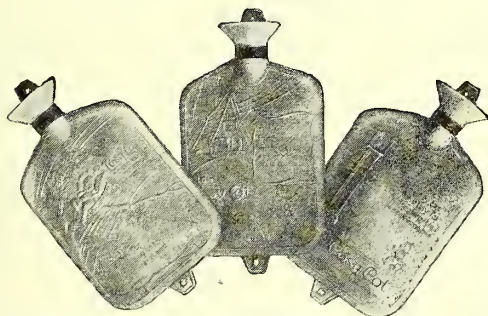
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SPECIAL XMAS PACKS



No. XI. Handled seamless bottle in cellophane Xmas bag, complete with greeting card. Packed in gift box ready for post.

RETAIL 3/9 TRADE 2/6 EACH



No. 922. "COSY COT" little people's moulded bottle in pastels. Packed cellophane fronted printed bag.

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FROM

McClure, Young & Co. Ltd.

AND WHY ?

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Our Laboratory Staff have had long experience in examination of Olive Oils and their control is a guarantee that every delivery is uniform and dependable.



Of Course!

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AND COMPANY LIMITED
MANUFACTURING CHEMISTS

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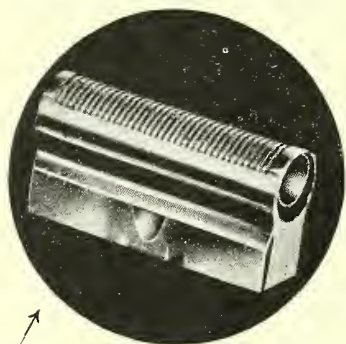
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The new 'SPEEKO'

Electric Shaver

THE FINEST IN THE WORLD



ENLARGED VIEW OF
ROUNDED SHEARING
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AN IDEAL CHRISTMAS GIFT

Christmas is the greatest selling opportunity of the year.

Link up with the Special Christmas Advertising Campaign for "Speeko" in "The Times", "Telegraph & Morning Post", "Illustrated London News", "Humorist", "Times Weekly Edition," etc., etc.

FITTED WITH VOLTAGE CONTROL SWITCH NO RESISTANCE REQUIRED

The "Speeko" Electric Shaver marks the greatest advance yet made in these appliances.

A switch on the "Speeko" itself controls the voltage so that the Shaver can be used with any voltage 100-250 A.C. or D.C. No resistance is required.

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VOLTAGE
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Retail Price £3-3-0

A MINIMUM PROFIT OF 21/-
ON EVERY SALE!!!

DETACHABLE
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LAMP
HOLDER PLUG

Sole Distributors for Great Britain, Australia, New Zealand,
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ACHIEVEMENT IN MEDICATED CONFECTIONERY

*30 years ago—
THE FIRST*



NOW
SCIENTIFICALLY IMPROVED,
EX-LAX HAS ALWAYS BEEN
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POPULAR CHOCOLATE
LAXATIVE!

*to-day—
STILL FIRST*



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OF SHEFFIELD

**THIS STRIKING WINDOW DISPLAY
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WHY?

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2. To link up with our NATIONAL ADVERTISING.
3. SIMPKINS co-operate with the chemist :—
 - (a) By supplying effective window pelmets, showcards, descriptive folders and bags free of all charge.
 - (b) By sampling and circularising the medical profession in any district, at the request of the chemist.
4. Sales are guaranteed. Any particular line not sold at the end of the season, exchanged for a ready seller.
5. SIMPKINS MEDICATED CONFECTIONS are on the C List.



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FOR ATHLETES

VITA-GLUCOSE HAS BEEN ENTHUSIASTICALLY RECOMMENDED BY DOCTORS, HEALTH EXPERTS AND TRAINERS ALL OVER THE WORLD FOR ITS GREAT INVIGORATING PROPERTIES

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2 Special Winter lines...RESERVED FOR CHEMISTS



ALL FOURS CUBES

RETAIL 2^d PER OZ.

7 lbs. - 1/4 56 lbs. - 1/1
14 lbs. - 1/3 112 lbs. - 1/-
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All Fours is an inexpensive Cough Sweet, sold in bulk. Forceful showmatter, and two-colour envelopes supplied for packing.



CHESTNUTS

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Contracts can be booked for one cwt. at 1/8.

Free Cartons, Display material

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GLYCERINE LEMON and HONEY JUBES
4/- per doz. 6 doz.—3/9 per doz.



LUNG-CHESTER
PASTILLES
4/- per doz.
6 doz. 3/9



COLTSFOOT ROCK
4 oz. bags
3/6 per doz.



BALM OF
GILEAD
1d. sticks—
7/- gross



BISMUTH
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GLUCO-BARLEY SUGAR
1d. sticks—7/- gross

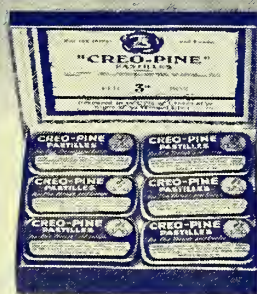


BROMPTON LOZENGES
2d. rolls—12/- per gross

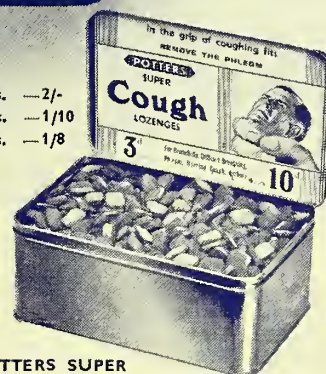


BALM OF GILEAD
PASTILLES

1 lb. — 1/8
4 lbs. — 1/7
16 lbs. — 1/6
28 lbs. — 1/5



CREO-PINE PASTILLES
3d. tins—24/- gross



POTTERS SUPER
COUGH LOZENGES

4 lbs. — 2/-
16 lbs. — 1/10
28 lbs. — 1/8

BVB

BLOCK LIQUORICE JUICE —

In Mass and 10 lb. Blocks.

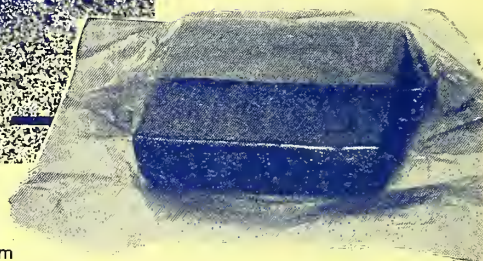
The high glycyrrhizin content, very low insolubles, and guaranteed uniform quality, have made this juice to-day the recognised standard of the trade. It is the pure concentrated extract of the finest Liquorice Root, and contains nothing added.

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A 10 lb. block of BVB
Showing the easily removed
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COMPRESSED LOZENGES

TWO LINES THAT SHOULD
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MADE BY THE FIRM
WITH THE MOST
EXPERIENCE OF
WINTER SWEETMEATS

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CALLING ALL CHEMISTS

A PERSONAL MESSAGE FROM CROSBY DUTTON, M.P.S.

Seven years ago I sold the first jar of Paramount Barley Sugars to a chemist in Bradford. Today Paramount Products Ltd. are selling sixteen thousand jars every week to more than four thousand chemists.

What is the secret of this astonishing development, and phenomenal growth of sales?

In the first place we were the first firm to wrap chemists' confections in cellophane, and this obvious improvement assured us of an easy introduction to the trade.

But to an even greater extent I attribute the success of Paramount Products, to the fact that as a chemist I have always known exactly what chemists would require and what they could and could not sell, hence the complete absence of "duds" in the Paramount range of products.

Moreover, I have always been dead against the "Sale or Return" method of dumping large quantities of confections on chemists, and have never found this policy necessary to introduce Paramount Products, their attractive pack and general high quality has always been so obvious.

A final word to those chemists who have not yet stocked Paramount confections, will you please send me a card, and I will send you samples and prices of all our lines.

Yours faithfully,

Crosby Dutton

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BRITANNIA HOUSE
BRADFORD

A.R.P.

are precautions against possibilities

Don't neglect sensible precautions against probabilities and facts.

A hard winter is forecasted as probable.
You will need ample supplies of

PASTILLES & LOZENGES

.....
Order now, but order "Gibson's"

—maximum quality

—maximum value

—maximum profit return
.....

ROBERT GIBSON & SONS
LIMITED

HULME—————**MANCHESTER**

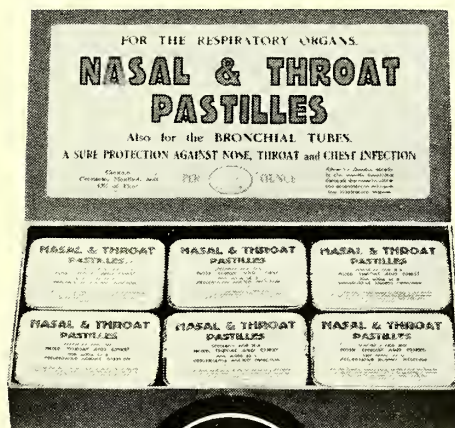
And at London & Glasgow

MEDICATED PASTILLES



PACKED IN THE FOLLOWING VARIETIES:—

ANTISEPTIC THROAT • BRONCHIAL • CATARRH • NASAL & THROAT • MENTHOL & EUCALYPTUS • GLYCERINE & BLACK-CURRANT • GLYCERINE • LEMON & HONEY • GLYCERINE of THYMOL

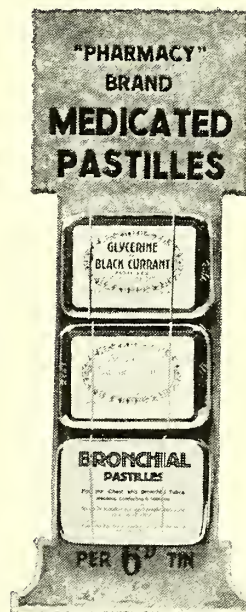


FOR HOME & EXPORT TRADE

Packed in tins to retail at 6d., these Medicated Pastilles are very handy for the pocket and handbag. The showstands make a most effective method of showing them, and we also pack them in handy show boxes of one dozen similar to the Nasal and Throat.

50 YEARS' CONTINUOUS PROGRESS

These Bronchial Pastilles are very popular, which is due no doubt to the fact that they combine a pleasing taste with proved medicinal virtues. When dissolving in the mouth, soothing vapours are released, which ease the whole of the Respiratory system. Each tin is wrapped in cellophane, and the show boxes contain one dozen tins. In similar boxes we pack the same varieties of Pastilles mentioned opposite at the uniform price of 3/6 per dozen. Send us your next enquiry.



BROOK, PARKER & Co. Ltd.

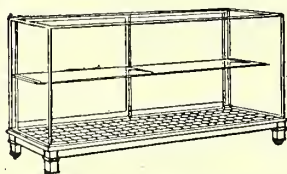
Manufacturing & Export Chemists

7, 9, 11 ASHFIELD, HORTON RD., BRADFORD

KING'S

MODERN PHARMACY FITTINGS

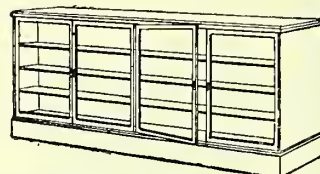
The requirements of a Modern Pharmacy need most careful and minute attention ensuring the correct pharmaceutical atmosphere. After many years of experience, we are in a position to offer you suggestions, and at the same time co-operate in embodying your own personal ideas in the general scheme of fittings. No matter



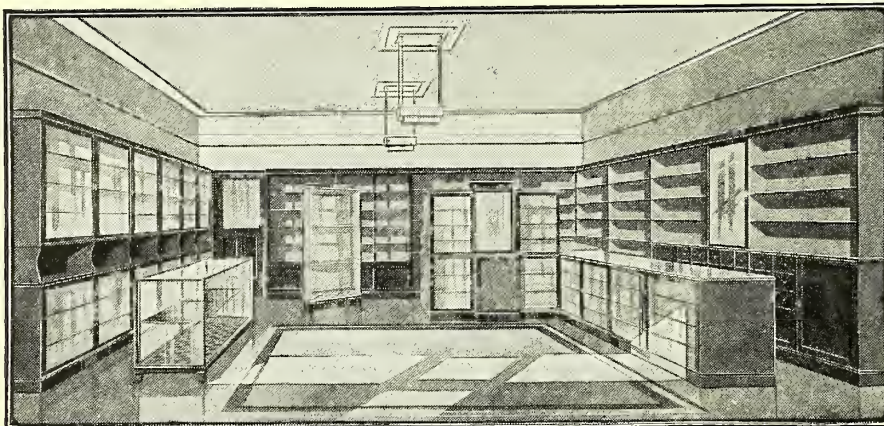
Glass counters with oak or mahogany frames from £6 : 15 : 0.

how large or small your intended alterations may be, our representative will be pleased to wait upon you and submit estimates, etc.

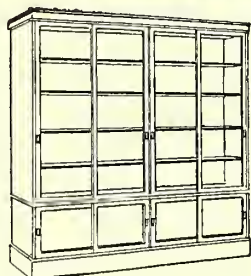
We would welcome a visit from you at our Showrooms, where a Complete Range of Modern Fixtures is always on view.



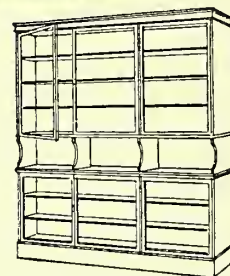
Glass-fronted counters with oak or mahogany frames from £8 : 5 : 0.



A Pharmacy can now be equipped with a Complete Range of Modern Fixtures from £75 : 0 : 0. We will be pleased to submit sketches for your approval without obligation.



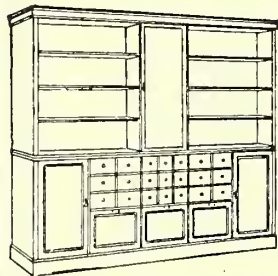
Wall showcase with oak or mahogany frame from £14 : 0 : 0.



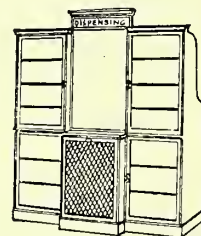
Wall showcase with oak or mahogany frame from £13 : 10 : 0.



Silent salesman showcase.
Oak or mahogany frame
from £9 : 0 : 0.



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Dispensing screen with oak or mahogany frame from £15 : 0 : 0.

We have just published a New 100 page Illustrated Catalogue of Fixtures and Display Fittings No. 1013 which we will be pleased to forward post free on application

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LAXATIVE VEGETABLE

The choice of prescribers for its smooth yet definite action.

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Ol. Menthæ Piperitæ,	c.s.	

(Plain or sugar-coated)

Bottles of 25 products
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Bottles of 100 products
30/- per doz.

TRADE MARK 'TABLOID' BRAND

CASCARA SAGRADA

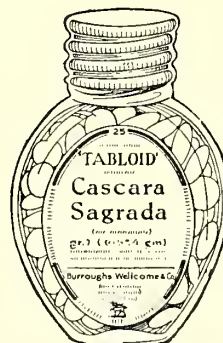
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Also: gr. 1, gr. 3, gr. 4, gr. 5, 0.15 gm. and 0.25 gm.



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TRADE MARK 'TABLOID' BRAND

ASPIRIN

Prepared with acetylsalicylic acid of a very high standard of purity. Free from talc or any other objectionable admixture.

Gr. 5. Bottles of 25 products, 10/0 per doz.; 100 products, 30/0 per doz.

London Prices to the Trade (subject)



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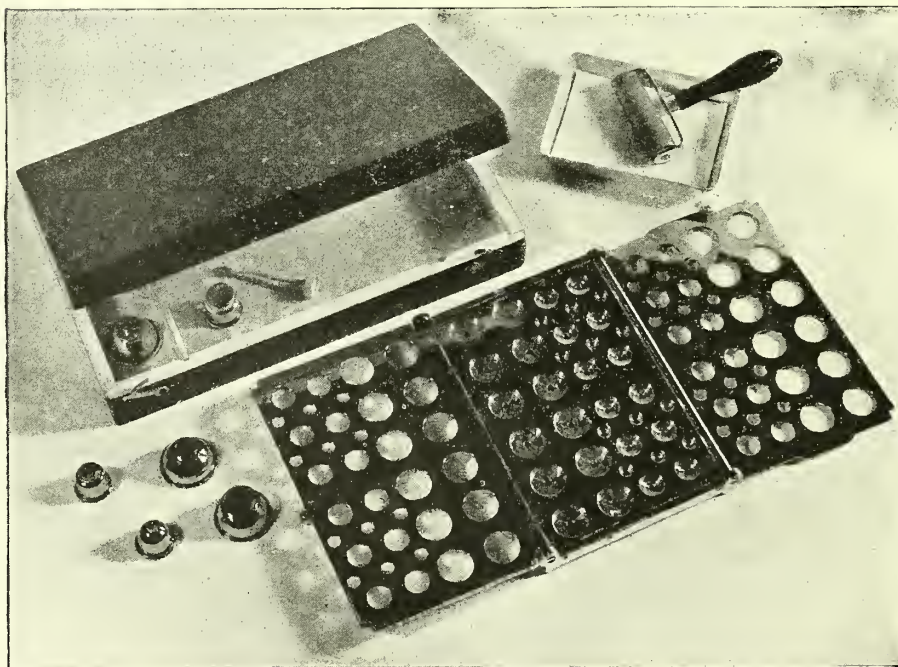
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Benger's Food was first prepared, over 50 years ago, for the use of medical men, who quickly appreciated that, in Benger's Food, science had been able to step in and give powerful aid when nature failed. Since that time it has always enjoyed the approval and recommendation of the professions of medicine and pharmacy.

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for RETAILER - WHOLESALE - MANUFACTURER

The official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

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AMSTERDAM-C. HOLLAND: PLANTAGE FRANSCHELAAN 32

News of the Week

Proprietary Articles Trade Association

ADDITIONS TO PROTECTED LIST.—D. Mawdsley & Co., Kubol paste, 7½d., 5s. doz., 4s. 6d. doz. for one complete doz.; Kubol tablets, 1s. 3d., 10s. doz., 9s. doz. for one complete doz. Potter & Clarke, Ltd., Dr. Thompson's slippery elm rusks, 1s. 3d., 11s. doz. (new size available on and after November 1, to replace existing 1s. size, which will be withdrawn).

ALTERATIONS.—Iglodine Co., Ltd., Iglodine antiseptic, 16-oz. size 3s., 20s. doz.

Business Changes

YARDLEY & Co., chemists, Romford, have opened a branch pharmacy at 3 Daulay Parade, Greenford Road, Greenford.

MR. EDWARD K. HOUGHTON, M.P.S., has opened a pharmacy at the junction of Well Road Hill and Finch Road, Douglas, Isle of Man.

SURROSH CAMA & Co., importers, have removed from 15 Philpot Lane, London, E.C.3, to Suffolk House, 5 Laurence Pountney Hill, Cannon Street, E.C.4.

MR. A. E. MILLS, M.P.S. (Mills & Mills, chemists), 37 High Street, Keynsham, Bristol, has taken into partnership his assistant, **MR. W. D. WHITE**, M.P.S. The business will be carried on as heretofore, and Mr. Mills will also conduct the business of an optician at the same address under his own name.

The partnership between **MR. E. E. GRIMWADE**, M.P.S., and **MR. H. J. HAYWARD**, M.P.S. (Grimwade & Hayward, chemists), 113 Shooters Hill Road and 28 Montpelier Vale, Blackheath, London, S.E., has been dissolved. The business will be carried on under the same title by **MR. H. J. HAYWARD**, M.P.S., and **MR. W. H. TWYMAN**, M.P.S.

Chemists' Dental Society

The twenty-eighth annual meeting of the Chemists' Dental Society was held at the Imperial Institute, London, W., on October 13, the vice-president (**MR. G. C. C. HINTON**) in the chair. A letter announcing the retirement of the president, **MR. W. VERNON**, was received. A report of the work of the past year was given, and the treasurer's account showed a substantial balance in hand. Tribute was paid to the founders for wisely conserving the funds of the Society, so that investments were now being used to pay for the insurance of every member against professional risks. The chairman expressed satisfaction that the question of unity of the profession was being actively pursued by dental organisations. He called attention to the urgent need for a scheme to provide dental treatment for necessitous persons. Dentists in the poorer districts and in industrial areas, he said, were continually coming into contact with patients who were unable to make any payment and were attended free. This was an undue tax on the benevolent attitude of individual dentists; a national

scheme should be subscribed to by the whole profession. He remarked on the lack of uniformity in the charge for attendance of medical men on patients having nitrous oxide gas extractions under the N.H.I. scheme; some doctors required so high a fee as to leave nothing to reimburse the dentist for the anæsthetic and apparatus, and even to leave him out of pocket. He suggested that this should be remedied by collaboration between dental organisations and the British Medical Association. The following officers were elected for the ensuing year:—**President**, **MR. G. C. C. HINTON**; **Vice-President**, **MR. W. E. BARKER**; **Treasurer**, **MR. J. J. LAWS**; **Council**, **DR. TEMPLAR MALINS**, Messrs. **J. Appleton**, **F. C. Ashford**, **A. E. Ashworth**, **W. E. Barker**, **S. Davis**, **G. C. Green-smith**, **G. C. C. Hinton**, **J. J. Laws**, **H. J. Morgan**, **F. R. Sutcliffe**; **Secretary**, **MR. JOHN W. ROBERTS**, 16 Tavistock Place, London, W.C.1.

Colwyn Bay

BRANCH MEETING.—A meeting of the Anglesey, North Carnarvonshire and Colwyn Bay Branch of the Pharmaceutical Society was held at Conway recently. The new chairman, **MR. W. L. THOMAS**, presiding, said he thought that pharmacists should be prepared for the work that would fall upon them in the event of war. In a discussion on this subject it was resolved that a committee be formed, consisting of one member from each town in the area, to make the necessary local arrangements. It was also decided to offer the services, training and experience of all pharmacists in the Branch, to the various medical officers of health in the area, for any work that may be allotted to them. It was decided to hold the annual dance in aid of the Benevolent Fund at Llandudno on November 30. The secretary gave his report of the representatives' meetings at the Edinburgh Conference, and **MR. D. A. BRIAN**, area representative on the Executive of the National Pharmaceutical Union, gave an explanation of the new Insurance dispensing contract.

Huddersfield

THE C.F. SCHEME.—The October meeting of the Huddersfield Branch of the Pharmaceutical Society and Chemists' Association was held on October 6. A letter from the National Pharmaceutical Union asking for the support of all pharmacists for the Chemists' Friends scheme was put forward and discussed. While many pharmacists feel very much disposed towards C.F. they cannot effectively help because they are not fully conversant with C.F. products and manufacturers. The secretary was instructed to ask the N.P.U. to send the necessary details to all employee pharmacists of the Branch. Messrs. **LAUDER** and **BRADSHAW** gave their reports of the Conference at Edinburgh. It was decided to substitute a military

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See p. 449

whist drive for the pie supper to be held on November 16 and to devote the profit to the Benevolent Fund. Discussion on apprenticeship, employment bureau and debating club was postponed until the next meeting.

London

INSTITUTE OF APPLIED PHARMACEUTICS.—A dinner to inaugurate the Institute of Applied Pharmaceutics was held in the Royal Adelaide Galleries, King William Street, London, W.C.2, on October 19, Mr. Macvie Hill, B.Sc., D.Litt., in the chair. The Institute has been formed to expand the interest of the St. Vincent Association. After the loyal toast proposed by the chairman, a toast to the Institute was proposed by Mr. Philip Franklin, F.R.C.S., who said he thought the Institute was a much-needed organisation and hoped that it would help to protect both the manufacturer and the medical profession against quackery, and would be a means through which the doctor would establish confidence in the manufacturers' products. Replying, and thanking Mr. Franklin for his remarks concerning the Institute, Mr. Hill referred to some of the past events of the St. Vincent Association, and spoke highly of some of its past officers who had helped to build it, and many of whom were present at the dinner. Mr. Hill explained that the Institute was in the process of being registered as a corporate body, and had a council of twenty—the first step towards receiving a charter. The Institute had secured substantial support from many firms and representatives. Benevolent grants and the placing of men with firms would be continued by the Institute. He said he thought the Institute could be made a powerful and permanent organisation as its foundations were on firm ground. He paid tribute to the proficient manner in which the secretary of the Institute, Mr. H. A. Mumford, a past-president of the St. Vincent Association, had performed his duties in connexion with the founding of the Institute. A toast to the visitors was proposed by Mr. J. G. Kenyon, and responded to by Mr. Hector Hughes, K.C.

LONDON CHEMISTS' GOLFING SOCIETY.—Owing to occupation of the course by the military authorities, the competitions arranged to be held at North Middlesex Golf Club on September 13, were held on October 13 for a prize presented by the proprietors of 4711 eau de Cologne, the Jubilee cup, and a special prize offered by the president (Mr. Bennett). The leading scores were:—

4711		PRESIDENT'S PRIZE	
R. N. Hood ..	84-14=70	A. E. Willmer ..	72
A. E. Willmer ..	84-12=72	J. K. Wenham ..	74
A. de V. Wells ..	77-4=73	A. C. S. Hunter ..	74
R. F. Tisdall ..	86-13=73	W. E. M. Cook ..	74
J. K. Wenham ..	86-12=74	J. Abernethy ..	75
A. C. S. Hunter ..	91-17=74	A. Barnetson (Sc.) ..	76
W. E. M. Cook ..	91-17=74		

JUBILEE CUP

A. de V. Wells ..	All square
R. N. Hood ..	1 down
B. I. Tisdall ..	2 down
A. E. Willmer ..	2 down
W. M. Cook ..	2 down

The final figures for the Society's prizes for the best aggregate of three cards throughout the season were:—

B. F. Tisdall ..	226	G. B. Thompson ..	230
A. F. Barnetson ..	228	W. Bennett ..	231
H. Warburton ..	229	L. J. Morson ..	231
A. E. Willmer ..	229		

MEDICAL LECTURE.—The inaugural meeting of the winter session of the North-East London Pharmaceutical Association and branches was held on October 11, the president (Mr. J. Broadhead) in the chair. Mr. Broadhead introduced the speaker (Dr. Alec Badenoch, M.A., M.D., F.R.C.S.) as a specialist member of the honorary staff of the Metropolitan Hospital. Dr. Badenoch took as his subject "The Blood and its Circulation." He described the general and pulmonary circulatory systems, the functions and component parts of the blood, and the way in which the blood acted as a distributor of vitamins and hormones. A film followed, which included close-ups of various organs showing them first as still pictures and then as carrying out their specific functions. Numerous questions followed. Moving a vote of thanks, Mr. J. C. Young (a member of the Society's Council) said that the fact that the

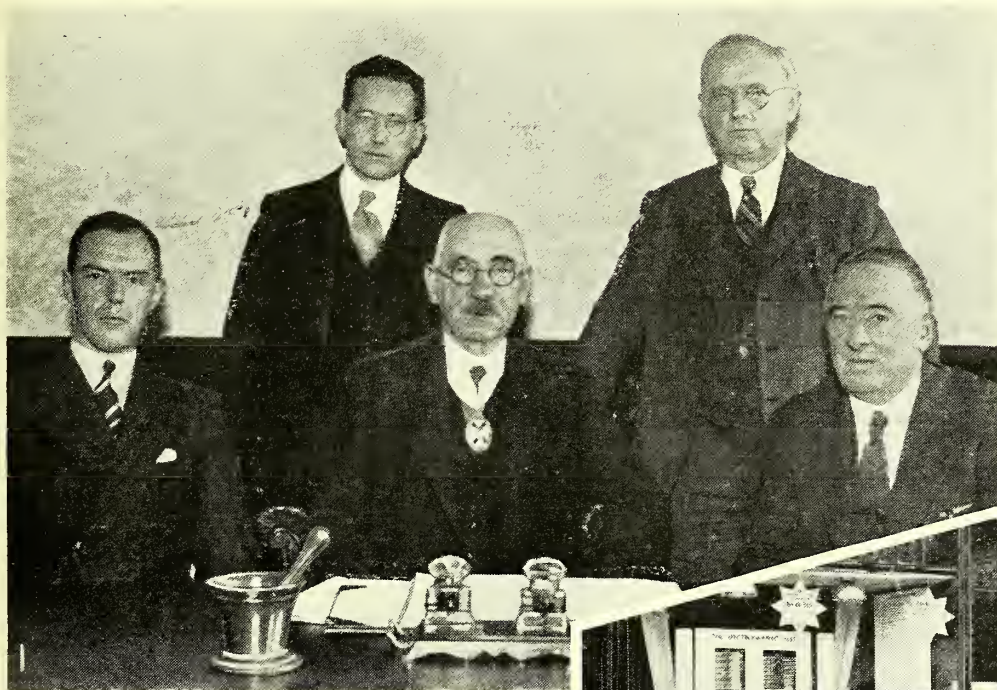
subject was of such importance to pharmacists had led the Society's Council to include the subject in the pharmaceutical curriculum. Mr. G. C. Geyman (vice-president of the Association) seconded, and Dr. Eadenoch replied.

NORTH LONDON A.R.P. PROGRESS.—Proceedings of various sections of the North London Pharmaceutical Association in connexion with Air-Raid Precautions organisation are summarised below. Following a meeting held in Southgate in the early summer a deputation of local chemists interviewed the A.R.P. committee of the Borough Council on June 14, when Mr. Neville Booth (district officer) made a statement. After correspondence a meeting was held on September 28 at which fifty Southgate pharmacists were addressed by the chairman of the local A.R.P. Committee, the Medical Officer of Health and Mr. M. Marsh (A.R.P. organiser). Mr. Neville Booth replied, offering the maximum co-operation by the Association. After discussion it was decided that pharmacists registering under the A.R.P. wardens' scheme should be entered as "establishment" wardens only, so as to leave them free to maintain an adequate pharmaceutical service in times of emergency; all pharmacies should be registered as centres for the dissemination of information on A.R.P., as relay posts for transmission of urgent messages to the Chief Warden, and as first-aid posts for the treatment of minor injuries. (A rota of pharmacists is being prepared so that an adequate day and night dispensing service would be available at the casualty-clearing station.) All pharmacists should undergo a refresher course in first-aid, such as they would be required to give in their pharmacies, and an abbreviated course in air-raid precautions. Volunteers are required, and any retired pharmacists able to offer help in this capacity should write to Mr. Neville Booth, 44 Cannon Hill, N.14.—Proprietor chemists in Wood Green were addressed on June 21 by the A.R.P. officer, as a result of which a committee of four was formed by G. B. Daniel (district officer) to formulate a scheme. A questionnaire was sent to all local members, and the response was sufficiently favourable for the committee to negotiate further. The A.R.P. officer agreed to give a modified course of instruction for pharmacists to qualify as auxiliary wardens, on the completion of which a metal plate would be issued to affix to the pharmacy.—In Tottenham supplies of drugs, dressings and surgical instruments were requisitioned by the Medical Officer of Health and an initial stock was collected by Mr. R. B. Cadge (district officer) assisted by Mr. C. Weiss. Owing to the political situation further stocks were withheld, but it is now intended to work out a more complete scheme. Classes of instruction are being arranged.—The A.R.P. organiser for Islington was interviewed in June, when the suggestions contained in the Pharmaceutical Society's memorandum were placed before him and favourably received. On June 28 the local members were addressed by the chief A.R.P. officer, and a committee formed under Mr. J. Hearle. Considerable assistance has also been given by Mr. D. Moss, M.P.S. (a member of the local Council). A modified course of instruction for chemists has been arranged.—In Hornsey all chemists received a letter from the Medical Officer stating that it was his intention to purchase locally supplies of drugs and dressings for first-aid posts. The shops were divided up into groups according to their location round each post. The question has been taken up by a local committee.

Merseyside

BIRKENHEAD OPENING MEETING.—At the opening meeting of the winter session of the Birkenhead and Wirral Pharmacists' Association and Branch of the Pharmaceutical Society, on October 12, a lantern lecture on "Natural Treasures of Aladdin's Cave" was given by Dr. Theodore Green. Mr. F. Haworth presided. Dr. Green's lecture was illustrated with about eighty slides illustrating various types of stones such as jade, amethyst, agate. Mrs. Grant invested Mrs. Haworth (the president's wife) with a chain of office and wished her a happy year.

CHANGE OF NAME.—The annual meeting of the Waterloo, Seaford and Crosby Pharmacists' Association was held on October 10, the president (Alderman J. Allen Jones) in the chair. It was resolved to change the name of the association to the Crosby and District Pharmacists' Association. In his annual report, the secretary reviewed the work of the association and referred to the position of chemists in the local A.R.P. scheme. Members were assured that their interests were being looked after in any schemes put forward by the local authority. The



CO-OPTED TO COUNCIL OF IRISH PHARMACEUTICAL SOCIETY. — Mr. P. A. Brady (president, Irish Drug Association). See page 442.

News in Pictures

1. OFFICERS, IRISH PHARMACEUTICAL SOCIETY — Seated: Mr. P. C. Cahill (vice-president); Sir Thomas Robinson (president); Mr. F. J. Fitzpatrick (treasurer). Standing: Messrs. B. P. Hickey, (outgoing president) and James J. Kerr (registrar).
2. JUDGING A PHARMACY WINDOW — Judges in contest at Addiscombe, Surrey, examining windows of Mr. Scott Wishart, M.P.S., 321 Lower Addiscombe Road.
3. EXTENSION TO HERIOT-WATT COLLEGE, EDINBURGH — Chemistry laboratory, mainly devoted to pharmaceutical work, in the recently opened extension.
4. FEPYS IN SOUTH AFRICA — Display of hot-water bottles at a pharmacy at Flossstreet, Johannesburg, S.A.



following officers were elected:—*Committee*, Messrs. Durrant, Fleetwood, Horsfall, Jackson, Pattison, Pringle and Walker; *Auditors*, Messrs. Adamson and Arkle. A social committee was appointed to arrange a series of social functions during the winter months. Mr. E. Horsfall (86 Church Road, Litherland, Liverpool, 21) was nominated as local secretary of the P.A.T.A. It was agreed that, from October 17, local pharmacies should be closed from 1 p.m. to 2.15 p.m.

Norwich

BRANCH MEETING.—The annual meeting of the Norwich Branch of the Pharmaceutical Society was held on October 4, when the following officers were elected:—*Chairman*, W. T. Pitchford; *Vice-Chairman*, D. G. Hunt; *Treasurer*, J. F. Collin; *Secretary*, W. H. Rudd, 75 Wroxham Road, Norwich. These are also the officers for the local Pharmaceutical Association. It was decided to ask all members to contribute 2s. 6d. per year to Branch funds. In a discussion on A.R.P. it was decided that chemists should remain under cover during an actual raid; only chemists not responsible for carrying on the shop should volunteer for A.R.P. services; only first-aid treatment should be given and the patient should be told to report at the nearest first-aid post. In a letter to the local A.R.P. committee offering the services of members, the Branch requested the local authority to pay for dressings supplied, and to provide all chemists and their assistants with civilian-duty respirators. It was also decided that chemists should keep a record book stating the name and address of casualty, treatment, etc., given, date and time, the record to be signed by casualty or, if unable, by an independent witness.

Preston

ELECTION OF OFFICERS.—The annual meeting of the Preston and District Pharmacists' Association was held on October 4. The following officers were elected:—*President*, Mr. F. A. Dixon; *Vice-President*, Mr. W. G. Mercer; *Treasurer*, Mr. W. B. Pomfret; *Secretary*, Mr. C. G. Livesey; *Members of Committee*, Messrs. F. A. Williamson and F. McLoughlin, with the immediate past-president (Miss E. F. Seed) and Mr. W. Dickinson (representative on the Insurance Committee) *ex officio*. The meeting received reports upon an inquiry made by members into a complaint that numerous small grocers' shops and general stores were keeping open shop on Sundays, and that films, aspirin tablets, toilet soap, shampoos, etc., were obtained without difficulty. The matter is being taken up with the chief constable.

Sheffield

MR. HAROLD H. GREENFIELD, M.P.S., Sheffield, is standing as one of the candidates for the Burngreave Ward at the November municipal election.

RESOLUTION AT ANNUAL MEETING.—The annual meeting of the Sheffield and District Branch of the Pharmaceutical Society was held on October 11, the president (Mr. R. Blackburn) in the chair. The secretary (Mr. W. Wood) gave his report. Arrangements had been made, he said, with the local Air Raid Precautions authorities for a course of lectures on first-aid and anti-gas training. Forty-three pharmacists had enrolled, but further applications would be welcomed. There were now 442 members in the Branch, but only forty-five apprentices. Mr. Stiles then presented the Stiles scholarship prize to Miss Bolsover, Swallownest, Sheffield. The following were elected to the executive committee:—Messrs. H. Antcliffe, J. T. Appleton, R. Blackburn, C. S. Cross, C. Fox, C. W. Hobson, E. A. Kirman, and E. Preston. A discussion on employee organisation resulted in the following resolution being unanimously passed:—"That this annual meeting of the Sheffield and District Branch of the Pharmaceutical Society welcomes the statement of the secretary of the Society at the Edinburgh Conference regarding employee organisation. Believing that only when the employees, both qualified and unqualified, are organised will the bad economic conditions existing in pharmacy to-day be improved, it recommends the members of the Sheffield and District Branch to give every encouragement and support to the employee organisations attached to the recognised trade unions."

Miscellaneous

WHIST.—A whist drive and dance, the first for several years, was held by the Chester Branch of the Pharmaceutical Society on October 12. The prizes for whist were provided by Ayrton,

Saunders & Co., Ltd.; The British Drug Houses, Ltd.; Evans Sons Lescher & Webb, Ltd.; and S. Maw, Son & Sons, Ltd., and presented by Mrs. H. W. Wallis (wife of the president).

DANCE.—The Wolverhampton and District Chemists' Association held its first dance of the season on October 5. About 200 attended. Many novelty dances were introduced, the prizes for which were presented by Mrs. Blenkinsop and Mrs. Taylor. The organiser was Mr. J. Foster Taylor, who was assisted by Messrs. R. T. Blenkinsop and A. Frost (M.C.s).

WEST KENT CHEMISTS' ASSOCIATION.—At a special meeting held on October 3 at Beckenham, with Mr. D. R. Rees (president) in the chair, Mr. Kemp, organising officer of the National Pharmaceutical Union, gave an address on "Why We Should Support the Chemists' Friends Scheme." His special points were: The need for co-operation to retain the goodwill which was once the monopoly of the private chemist; the great increase during the last twelve years in the number of patent medicine licence holders and the competition caused thereby; the C.F. scheme as a great weapon to combat this competition; no window displays for non-C.F. lines and more attention to be given to the display of C.F. or chemists' own lines. A discussion followed, and a hearty vote of thanks was accorded to Mr. Kemp.

IN THE COURTS.—At Thames Police Court, London, on October 18, Thomas Edward Regan, M.R.C.S., was summoned for failing to produce his Dangerous Drugs Register on request. The summons was dismissed on the payment of costs.—At Slough Police Court, on October 17, David Dubno, George Cronk and Frank Jeffery were charged on remand with stealing and receiving a quantity of Aspro tablets, the property of Aspro, Ltd., and which, it was stated, were sold to cut-price stores. Dubno and Cronk were each sentenced to six months' hard labour and the case against Jeffery was dismissed.—At Douglas, I.O.M., recently, Lawrence Conroy or Mollo was sentenced to three months' hard labour for the theft of a quantity of toilet articles from G. J. Maley, Ltd., chemists, Douglas.—At Bow Street Police Court, London, on October 12, F. Roberts, dance hostess, was fined £10 for being in unauthorised possession of Indian hemp.

Irish Notes

Mayo Chemists' Association

Mr. J. J. Cahill, Castlebar, presided at a meeting of the Mayo Chemists' Association, held recently, when chemists were present from Westport, Swinford, Claremorris, Ballina, Castlebar and other centres. In a discussion on the amended shops regulations, Mr. W. J. Adamson, Ballina, stated that chemists in his area were closing on the half-day at one o'clock, as heretofore, and opening on Sundays for two hours only. The chairman said that since the Minister's alterations in the working of the Act no half-day closing was being observed in Castlebar. Mr. T. Stack said the same position applied in Westport. It was proposed by Mr. M. G. Dorcan, Ballina, and seconded by Mr. Adamson, that a delegation from the Association should visit the different towns in the area when necessary to arrange closing hours, prices and other matters calling for attention. The meeting next discussed the question of "penny sales," and it was agreed that members who are Nyall or Rexall agents would discontinue those sales when all such agents in Eire decided to discontinue them. The secretary was instructed to send the Irish Drug Association a handbill sent out to the public by a Dublin firm in which certain brands of razor blades, shaving cream and dental cream were offered at wholesale prices. The secretary was also instructed to notify the I.D.A. that it was the view of the meeting that 33½ per cent. was not a sufficient profit on prescriptions for the products of a certain manufacturer as suggested by the I.D.A. some time ago. Members of the Mayo Association not members of the I.D.A. were requested to join immediately.

Miscellaneous

MR. J. MARTIN POOTS, Ph.C., has been re-elected president of the Newtownards Chamber of Trade.

OLIVE OIL PROSECUTION.—At Kilcormac District Court, Offaly, recently, the District Justice applied the Probation Act on payment of 20s. costs and 17s. 2d. analyst's fees in a case in which a local trader was summoned under the Food and Drugs Act for selling as "olive oil" an article which on

analysis was found to contain 36 per cent. of mineral oil coloured with a dyestuff. Defending solicitor said it seemed as if a combine had got a monopoly of refining the oil, and then passed it on to another company, who bottled the oil and put no label on it.

OPTICAL BILL.—The Irish Association of Ophthalmic Opticians is sponsoring a private Bill to be introduced in the Eire Legislature; it will be known as the Opticians' Bill. The object of the measure, it is explained, is to put on a registered basis all persons engaged for a livelihood in the work of optometry, and also such persons as engage in the work of dispensing opticians or spectacle sellers. It is proposed that a Board be established to administer the Act, and that all persons qualified to be registered shall pay a fee varying from £3 to £1. Any persons not entitled to be registered, and who hold themselves out as opticians, will be liable to prosecution one year after the Bill becomes law, if passed in its present form.

Scottish Notes

Miscellaneous

DANGEROUS DRUGS ACT.—At Dundee recently Hans Laumann, a ship's fireman, was fined £4 for bringing into this country one ounce of Indian hemp.

PUBLIC ASSISTANCE DISPENSING.—Dundee Public Assistance Committee have approved a recommendation that from January 1 all Panel chemists should be empowered to make up

medicines for persons who get prescriptions from doctors for the outdoor poor.

HERIOT-WATT COLLEGE EXTENSION.—Mr. John Colville (Secretary of State for Scotland) formally opened, on October 18, the second extension of Heriot Watt College, into the pharmacy department of which the school of pharmacy of the Royal Public Dispensary was incorporated in 1938. The extension includes two laboratories devoted to inorganic chemistry and one to pharmaceutical chemistry on the fifth floor. The benches in the new laboratories have solid teak tops and sides made in sections for easy access to pipes, etc. Fumes are carried in acid-proof asbestos tubing to ducts on the roof and extracted by four fans with suitable controls for dividing off portions of the building as required. Picture, p. 437.

REUNION AT DUNDEE.—The annual reunion of Dundee School of Pharmacy Former Students' Association was held, in the form of a dinner and dance, in the Royal Hotel, Dundee, on October 14. Short addresses were given by Mr. G. Mitchell (president) and by Dr. D. McCall (honorary president and head of the School of Pharmacy). Mr. W. B. Proudfoot proposed a vote of thanks to the committee. The Association students' prize was won by Miss M. J. Robertson. Prizes given by Kodak, Ltd.; Max Factor, Hollywood and London (Sales), Ltd.; Jane Seymour, Ltd.; R. J. Reuter Co., Ltd.; Bourjois, Ltd.; Morny, Ltd.; and Coty, Ltd., were won by Mrs. J. Gibson, Mr. J. Davidson, Mr. J. Smith and Miss F. M. Ormond, Mr. J. Walker and Miss Walker, and Miss J. Taylor. Mr. G. Mitchell and Mr. W. Hall acted as M.C.s at the dance, and the arrangements were supervised by Mr. W. E. Foote.

Topical Reflections

By Xrayer

Packed Fruit Juices

In selling concentrated fruit juices, of which a comprehensive account is given in your article on pp. 428-429 and in your editorial remarks on p. 423, chemists will, I gather, be recommending them primarily as a dietetic adjunct. Diet is assuming even greater importance in the public utterances of medical men, and it is well that the pharmacy should be associated with its remedial aspects rather than the confectioner's or the grocer's shop. In addition to making displays, how is one to set about introducing these goods to customers? It seems to me that salesmanship, rightly apprehended, gives more scope for personal initiative than books on the subject lead one to suppose. I may briefly note, by way of conveying this hint, three types of salesmen who have come to my notice. The first type mechanically repeats phrases learned: on the rare occasions on which I enter—or am taken into—a departmental store I hear young people reel off descriptive sentences easily found in text-books on the art of selling; and I suppose that in course of time the regular customers of such establishments must recognise the recurrence of these sentences and discount them accordingly. The second type is the uninterested. Not long ago a customer in a branch of a multiple company (not a chemist company) remarked to the manager that he, the customer, had seen with pleasure the company's satisfactory annual report in that morning's Press. In a tone of complete indifference the manager replied: "I haven't seen it." The customer went away wondering. The third type is what may be called the *idée fixe* type, exemplified by a restaurant waiter of the 'nineties whose patrons nicknamed him "Chicken" on account of his unvarying recommendation of that item in preference to others on his list. There is something in salesmanship.

"Stereotyped" Dispensing

A grievance of some importance was mentioned at the opening meeting of the Liverpool Chemists' Association's nineteenth session, in the course of which a member stated that (p. 412) dispensing was "stereotyped in the extreme" and that only 1 per cent. of it was "really interesting." This view, as reported, raises one or two questions. It might be entirely justified—with, if necessary, an adjustment of the percentage—if we could separate the more from the less

interesting in dispensing. But dispensing is not learned in that way. The cultivation of rigid accuracy, up to the limits of error allowed to dispensing scales and measures, applies to the simplest operation as well as to the most elaborate; and the good craftsman feels a satisfaction in turning out a perfect product even when its nature is not such as to call for his last reserves of skill. A similar fallacy underlies the further expression of opinion that "95 per cent. of the dispensing could be taught in three months." That, again, might be true if dispensing was taught in grades of manipulative skill, beginning with one comparable, say, to the process of loading turnips in a field. But the apprentice must aim at being a professional dispenser from the beginning. I remember my gleeful surprise, on entering a neighbouring pharmacy (where I had been sent on some routine expedition) during my apprenticeship, at seeing the venerable man in charge begin to prepare camphorated chloroform, in his customer's presence, by poking flowers of camphor into a vial with the blunt end of a pen. Such things, I trust, are "simply not done" in the twentieth century. I suggest that dispensing which is not interesting only awaits the touch requisite to make it so.

A Physiological Problem

The remark of Sir William Collins at a meeting of the Association of Women Pharmacists (p. 412), that the relation between chemical constitution and physiological action is "a line of research which is by no means exhausted yet," may perhaps initiate fresh activity in this intriguing borderland. The various contributions to the subject that I have read and heard have left, in each case, a sense of frustrated ingenuity. Barium sulphate and barium sulphide are only one of numerous pairs of salts with a wide difference in their action on the animal body. A good deal has been done in adding, subtracting or substituting atoms or groups in complex organic chemicals; hence, incidentally, have arisen debates on the toxicity of certain hypnotics. But we need to find a principle or hypothesis under which all types of change in physiological action depending on chemical structure can be subsumed. Does recent research on the atom furnish a clue? Here, at any rate, is a promising field awaiting some investigator with the necessary qualifications; and it is almost fair to stipulate, in the delightful words of an advertisement that I recently read in a daily paper, that he or she "must be real genius."

Legal Reports

Alleged Deficient Camphorated Oil.—Mr. Gilbert Moriarty, M.P.S.I., Doon, co. Limerick, had the case against him dismissed on October 3 (*C. & D.*, October 1, p. 349), and was awarded £4 4s. costs. It was alleged that Mr. Moriarty sold camphorated oil which was adulterated with cotton seed oil. The case had been adjourned to give the Irish Oil & Cake Mills, Ltd., an opportunity of attending. Mr. Listow, solicitor for this company, said they had not shirked their duty in not coming into court. They did not know of the first occasion. They had made every effort to ascertain how the adulteration could have occurred and failed. It did not occur in their works. Mr. Blood-Smyth, said the reputation of Boileau & Boyd, Ltd., wholesale chemists, Dublin, was vitally concerned by these proceedings. In 1936, Messrs. Boyd applied for a licence to import olive oil, but were refused. They were told to purchase it through Irish Oil & Cake Mills, Ltd., Drogheda, who had obtained a monopoly. Messrs. Boyd did not deal in cotton seed oil. They did purchase it by way of a special order, and in these cases the cotton seed oil was sent to the customer in the container in which it came.

Pharmacy Act Cases.—At Falkirk Sheriff Court, on October 10, Alexander Smith, M.P.S., Vicar Street, was summoned for selling a quantity of strychnine to a farmer for the purpose of killing moles. A fine of 10s. was imposed.

At Blackpool Police Court recently, H. I. Harris, M.P.S., was fined 20s. for selling a poison in a container not duly labelled, 10s. for his assistant selling without supervision, and a further 10s. for the seller (his assistant) not being an authorised seller of poisons.—Bertrand E. Boden, M.P.S., was fined 40s. for the sale of poisons by an unauthorised seller and 10s. for not having it correctly labelled.

At Skegness, on October 18, W. Hudson (Chemists), Ltd., were prosecuted by the Pharmaceutical Society for unlawfully selling by retail at the Pier Pharmacy a poison contained in Part I of the Poisons List, namely, strychnine, such poison being contained in a substance or preparation known as syrup of hypophosphites, the sale not being effected by or under the supervision of a registered pharmacist. The charge was admitted. Mr. McManus, for the Society, said an inspector noticed that no certificate was exhibited. He purchased a bottle of hypophosphites, and an asking for the pharmacist was told that there was not one on the premises. It appeared that the company had at one time employed three pharmacists, but one left, and the managing director of the company, who was a registered chemist, had endeavoured to control this particular shop, but was unable to do more than pay periodical visits. A fine of £1 was imposed.

Among other prosecutions which have taken place under the Pharmacy and Poisons Act recently are the following: John Thomson, photographic dealer, Portsmouth, was fined £2 2s. for selling yellow phosphorus; Nathaniel Foster, Bolton, was fined £5 for having manufactured and sold an ointment containing ammoniated mercury in a container which was not properly labelled; at Skipton-in-Craven, Yorks, Petty Sessions on October 15, Smiths (Earby), Ltd., were fined £5 for the unlawful sale of a poison, and £2 for using the title "chemist" without being registered; at Preston, on October 14, Thomas Newsham was fined £4 for the unlawful sale of a poison and 20s. for supplying it in a container not labelled in the prescribed manner; at Blackburn, recently, Margaret Haworth was fined 20s. for selling a poison contained in tablets without being an authorised person; at Clerkenwell Police Court, London, on October 14, H. F. Robinson, Ltd., Marchmont Street, were fined 40s. on each of two summonses, namely, selling acetanilide in a proprietary tablet without being authorised sellers of poisons and supplying tablets in a container not labelled in the prescribed manner; at the same Police Court, on October 14, C. Long was summoned for unlawfully using the title "chemist." It was stated that an inspector of the Pharmaceutical Society wrote for goods and a price list and received in reply a letter on which the description "mail order chemists" appeared. Summons was dismissed on payment of costs.

DEFICIENT GLAUBER'S SALT.—The Essex County Analyst reports that three samples of Glauber's salt, sold in cylindrical cardboard containers, were found to have lost by evaporation nearly the whole of their original water of crystallisation.

Company News

P.C. means Private Company and R.O. Registered Office

PARLETT & WALLACE, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of chemists, herbalists, etc. John J. Parlett, 19 Old Shoreham Road, Shoreham-by-Sea, director.

DANA (ENGLAND), LTD. (P.C.).—Capital £1,000. Objects: to carry on business as wholesale and retail chemists and druggists, etc. The first directors are to be appointed. R.O.: Marcol House, 293 Regent Street, W.1.

PARBEL PERFUMERY CO., LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of perfumery, pharmaceutical products, toilet preparations and soaps, etc. R.O.: 1 Broad Street Place, E.C.2.

WUNDACURE CANINE REMEDIES, LTD. (P.C.).—Capital £200. Objects: To carry on the business of manufacturers and sellers of medicinal preparations for the cure and relief of animals, etc. The first directors are to be appointed. Solicitor: John Barkers, Brewery Street, Grimsby.

GEEGO MILK PRODUCTS, LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of dealers in and manufacturers of milk preparations, milk powder, milk sugar and other pharmaceutical and medicinal products and preparations, etc. The first directors are to be appointed. Solicitors: Travers & Co., 4 Throgmorton Avenue, E.C.2.

COMMERCIAL CHEMICAL RESEARCH, LTD. (P.C.).—Capital £100. Objects: To undertake research work, develop new industries and carry on the business of research, analytical and manufacturing chemists, etc. Maurice D. Curwen, B.Sc., 174 Grove End Gardens, N.W.8, director. R.O.: Westmordland House, 127-131 Regent Street, W.1.

NYAL CO., LTD. (P.C.).—Capital £100. Objects: To acquire the business of manufacturers of and dealers in pharmaceutical products carried on by Nyal Company (1934), Ltd., and to enter into an assignment for all the existing "Nyal" Registered Trade Marks, etc. The first directors are to be appointed. Solicitors: Ashurst, Morris, Crisp & Co., 17 Throgmorton Avenue, E.C.2

BRITISH ALKALOIDS, LTD.—Interim dividend of 8 per cent. on 8 per cent. participating preference and of 12 per cent. on ordinary shares. Board state that figures for half-year to September 30, 1938, compared with similar period in 1937, show approximate increase of 20 per cent.

GENATOSAN, LTD.—Report for year ended June 30 shows profit £52,141; add transfer from general reserve, £30,000. Directors propose writing off balance of expenditure on dental and other preparations £6,900, advances to associated company for development of new preparations £44,340, and trade marks £240, and recommend final dividend of 15 per cent. on ordinary shares, making 25 per cent.; forward, £9,430.

S. HICKS (CHEMISTS), LTD.—At a meeting held on October 10 it was resolved that this company be wound up.

GIBSON & CO. (CHEMISTS), LTD.—At a meeting held recently it was resolved that this company be wound up voluntarily. Mr. W. H. Parker, 30 Union Street, Burton-on-Trent, was appointed liquidator.

DURHAM DUPLEX RAZOR CO., LTD.—A petition presented for confirming the reduction of the capital of the above-named company from £50,000 to £7,500 is to be heard on October 24, 1938, at the Royal Courts of Justice.

ZEALS PHARMACY, LTD.—Notice is given in "The London Gazette" that a meeting of the creditors of this company will be held at the office of the liquidator, 82 Regent Street, Weston-super-Mare, on November 14.

A. WHITE DISPENSING CHEMISTS, LTD.—Notice is given in "The London Gazette" that a meeting of the creditors of the above-named company has been convened for October 26 at Kimberley House, 14-17 Holborn Viaduct, London, E.C.1.

THE INTERNATIONAL PHARMACY (MORGAN DAVIS), LTD.—Notice is given in "The London Gazette" that the creditors of the above-named company are required on or before November 29, 1938, to send their names and addresses and particulars of their debts to the joint liquidators, Mr. L. T. Eyles, 4 Fenchurch Avenue, London, E.C.3, and Mr. A. G. White, 73 Cheapside, London, E.C.3.

Physostigmine to Prostigmin

THE first meeting for the winter of the Glasgow and South-Western Scottish Branch of the Pharmaceutical Society was held in the Gordon Restaurant, Glasgow, on October 12, when Mr. J. H. Ramsay, Ph.C., chairman of the Branch, presided. Mr. Ramsay asked Mr. Guthrie, president of the Pharmaceutical Society, to hand over the Kinninmont Prize to the winner, Mr. Philip Ford, as well as the prize given by the Branch to the student having the highest average marks in the pharmacy class examinations in the Royal Technical College, Glasgow, during the session 1937-38. The successful student was Mr. G. F. Neil, M.P.S. Handing over the prizes, which also included a personal prize by Mr. Guthrie to Mr. D. S. Robertson, runner-up in the Kinninmont competition, Mr. Guthrie told how the late Alexander Kinninmont had received a testimonial for his services to pharmacy and had put the money into a trust to endow this prize. The chairman then introduced Professor George Barger, M.A., D.Sc., F.R.S., who gave an address, on "Synthetic Drugs as Instances in Physostigmine and Prostigmin," illustrated by slides:—

[ABSTRACT]

THE pagan tribes of tropical Western Africa compel persons accused of witchcraft to swallow some vegetable poison and one of those employed is the Ordeal or Calabar Bean, which is administered in the form of an emulsion. The toxic nature of the bean was first studied in 1855 on animals, and then on his own person by Sir Robert Christison, professor of Materia Medica at Edinburgh. He was seriously affected and drank his shaving water as an emetic. Before the seeds became an object of commerce they were regarded by the natives with some mystery and were only reluctantly parted with to Europeans. The specific power of an alcoholic extract of the seeds to constrict the pupil was discovered in animals in 1862 by Thomas Fraser (assistant to Christison, whom he later succeeded as professor). Argyll Robertson, on hearing of its miotic action, tried the drug on his own eyes and introduced it into ophthalmology, where it found rapid acceptance as an important agent. Robertson also noticed that in the eye it is antagonised by "daturine." A detailed account with many toxicological, pharmacological and clinical experiments is contained in Fraser's inaugural M.D. dissertation, which obtained a gold medal and was printed in the Edinburgh Medical Journal in 1863. Fraser mentioned the first cases of accidental poisoning by the ordeal bean; out of curiosity two Glasgow servant girls ate a fragment, about the size of a pea, and were rather seriously affected. Later Fraser showed that belladonna, administered at the same time, is an antidote to an otherwise fatal dose of physostigma. In 1864 Jobst and Hesse traced the poisonous properties of the bean to an amorphous alkaloid which they named physostigmine. The fact that the physiological activity of physostigmine disappears on hydrolysis suggested to Stedman that this activity was due to the urethane grouping.

Stedman later prepared urethanes of the three hydroxybenzyl-dimethylamines, which, on account of their aliphatic dimethylamino group are stronger bases than the amino-phenols.

With the ultimate object of studying the effect of optical activity, derivatives of the α -hydroxyphenylethyl-dimethylamines were prepared, and although the urethanes have not yet been resolved, one of them ("miotine") approaches closely to physostigmine in miotic activity. The introduction of a methoxy group into miotine greatly diminishes the miotic activity, and the isomeric compound in which the methoxy and urethane groupings are interchanged is also much less active than miotine. From a long series of urethanes prepared and examined by Aeschlimann and Reinert, the dimethylcarbamate ester of 3-hydroxyphenyl-trimethylammonium methylsulphate was selected and introduced into practical medicine under the name prostigmin "Roche."

The above pharmacological comparisons refer to the miotic action and the action on the intestine; the similarity between the simple urethanes and physostigmine, however, also extends to an inhibitory effect on an enzyme which hydrolyses acetylcholine. Loewi and Navratil had attributed the action of physostigmine on the heart to such an inhibition of an esterase, capable of producing choline from its highly active acetyl derivative. This led the Stedmans to examine the effect of the above-mentioned simple urethanes on an esterase prepared from

pig's liver, and this enzyme was also found to be inhibited by minute amounts of these urethanes. These experiments were extended to the esterase from the blood serum of various animals, which enzyme was inhibited when acting on methyl butyrate. On the other hand, the hydrolysis of fats by pancreatic lipase was not inhibited by miotine. Since previous observers had found that the order in which a number of animal species can be arranged, as regards the power of their serum esterase to hydrolyse tributyrin, is quite different from the order in which they are placed by the power of their serum to destroy acetylcholine, it became probable that acetylcholine is destroyed by a separate enzyme; this Stedman, Stedman and Easson isolated from horse's serum and called choline-esterase. It also hydrolyses butyryl choline, although more slowly than the acetyl derivative. The content of choline esterase in the serum of a number of animals was found to vary considerably from species to species and individual human subjects also showed marked differences among themselves. The choline esterase is distinct from the serum enzyme hydrolysing other esters or fats.

The similarity in the action of physostigmine and prostigmin has lately been brought out in quite another way. M. B. Walker made the novel observation that the symptoms of myasthenia gravis are greatly relieved by physostigmine, but she and others (E. A. Pritchard and L. P. E. Laurent), soon substituted prostigmin for the natural alkaloid.

Discussion

DR. J. TAIT said he had been greatly interested in the story of how the physostigmine reacted on those to whom it was administered.

DR. J. J. BLACKIE mentioned that he had had the privilege of being associated with Professor Barger for some time and the lecture was something worth hearing.

MR. J. H. RAMSAY pointed out that the literature of poisons was rather barren, and it seemed that physostigmine had come to Scotland only between 1840 and 1850.

PROFESSOR J. P. TODD said he noticed that when the victim received his dose of Calabar bean, he was made to walk about. Possibly had he been able to lie down he might have got better.

MR. G. R. MILNE said that the salts of physostigmine which were official in the B.P.C. were the salicylate and sulphate. Both of these substances in solution tended to decompose, as Professor Barger had told them. The decomposed solution had the familiar red colour but retained its miotic properties. If this was hydrolysis with splitting of the urethane, was the retained miotic property due to the urethane fraction? Were any of the simpler urethanes miotic?

PROFESSOR BARGER, replying, said the retained activity was probably due to undecomposed physostigmine. The hydrolysis did not go to completion. Neither the urethane product nor the red rubreserine was miotic.

MR. E. J. SCHORN asked Professor Barger if any generalisations could be made regarding the alterations of miotic activity when the tertiary compounds were converted into the quaternary compounds. He found from his experience that manipulation of a molecule for the purpose of enhancing its physiological activity was successful in only relatively few cases. The results obtained in many cases were very disappointing.

PROFESSOR BARGER, replying, said that the correlation of chemical constitution and physiological action gave rise to many difficulties and that it was unsafe to make any generalisations. In some simple series of compounds definite rules could be laid down, but when the molecules were complex many factors had to be taken into account.

PROFESSOR TODD, vice-chairman of the Branch, proposed a vote of thanks to Professor Barger.

THE CHAIRMAN intimated that A.R.P. classes would be held for the next nine Fridays in St. Andrews Halls at 8 p.m. for the benefit of those interested. He also made sympathetic reference to the illness of their secretary, Mr. P. M. Duff, and it was agreed that a letter of good wishes be sent to Mr. Duff. It was also announced that the Branch would hold its first dinner on November 8 at 7.30 in the Central Hotel, tickets to be priced at 10s. 6d. each.

Pharmaceutical Society of Ireland

Council Meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Ireland was held at 67 Lower Mount Street, Dublin, on October 11, Mr. B. P. Hickey, the president, in the chair. Other members of the Council present were Sir Thomas Robinson, Messrs. P. C. Cahill, F. J. Fitzpatrick, T. C. Scott, J. K. Whelehan, W. J. McKnight, P. J. Fielding, C. J. Cremen, J. V. McKeever, M. J. Kieran, P. Brooke-Kelly, J. Gleeson, J. Duggan, J. A. O'Rourke, D. W. P. Boyd, Dr. J. A. Mitchell, and Miss F. M. Flood. An apology for inability to attend was received from Alderman J. F. Costello, Galway.

ELECTION OF PRESIDENT

The first business before the Council was the election of officers for the ensuing year (*C. & D.*, October 15, p. 421).

THE PRESIDENT said the usual procedure was for the president to nominate his successor. In the ordinary course the vice-president would proceed to the chair, but Mr Cahill had intimated that owing to pressure of business he was unwilling to take office as president, as he felt he could not give the time and attention he would like to the position. He would like, therefore, to propose the name of Sir Thomas Robinson (Applause). Sir Thomas, as they all knew, had been connected with pharmacy for over half a century. He was a man who led a very active and useful life and was a member of many public bodies in the country. There was nothing, in fact, he could say of Sir Thomas that they did not already know. Looking over the Calendar some time ago he discovered that Sir Thomas was vice-president of the Society ten years before he himself was born, so it was hard for him to measure the capabilities of such a man. There were older members of the Council present who he felt sure could express a deeper appreciation of his worth. But, for himself, like some of the other younger members of the Council, he felt about Sir Thomas as the words of the song "Father O'Flynn" put it, he had "a wonderful way with him." In submitting the name of Sir Thomas for the presidency it was offering something long overdue to one who was a great honour to his profession. (Applause.)

MR. FITZPATRICK said it was a real privilege to co-operate with the president in this motion. As Sir Thomas was the most outstanding personality in Irish pharmacy he thought the highest compliment he could pay him would be formally to second the motion.

MR. FIELDING said as Sir Thomas's junior by two years on the roll it was his pleasant duty to support the motion.

MR. KIERAN said as a fairly senior member of the Council he also wished to associate himself with the motion. Few things that had happened at that Council gave him greater pleasure. Sweeping aside the activities of Sir Thomas on various public bodies, they generally summed up a man as they knew him. He had served on the Council for ten years and had nothing but the highest admiration for Sir Thomas in every way. He was very pleased to support the motion.

DR. MITCHELL: I would also like to say a few words in support of my old friend. With Sir Thomas in the chair we will be very well supplied with a president, and I hope his election will be unanimous.

MR. WHELEHAN: I should also like to add my congratulations on this proposal. As a president I can assure him of the support of the younger members.

MR. CAHILL: May I add a few words. There is no man who has won greater respect in Irish pharmacy than Sir Thomas. He has a very distinguished and honourable career in our profession. I did not know how long he was in the profession until Mr. Hickey mentioned it here to-day, but I always had an idea that when some of us were thinking of going for our "prelim." Sir Thomas was doing his best to make conditions in our profession worth while.

MR. O'ROURKE said that while he had a high regard for the personal character of Sir Thomas, and recognised fully and freely his many-sided gifts, he found he was not in agreement

with the proposal before the Council. He regretted this very much. It was not easy to speak against the election of a man whose many-sided life fitted him in a special way for the presidency, but just because he believed that men of Sir Thomas's generation and his own generation had a different outlook, and differed in regard to fundamental things, with regret he found himself opposed to the motion. When one could not give assent to the election freely and fully it was better to speak than to remain silent.

MR. SCOTT said as a junior member of the Council he was delighted to see this honour offered to Sir Thomas, even though it was very belated. They were not honouring Sir Thomas, but honouring themselves in electing him to the high office of president. He had always heard the highest praise of Sir Thomas. In difficulties between the Chemists' Union and the Irish Drug Association they found in him the greatest help. He was recognised by members of the Union as a fair man. Not only in pharmacy but in other spheres Sir Thomas was well known. The motion was put to the meeting and carried with acclamation, Mr. O'Rourke dissenting.

Members of the Council applauded as Sir Thomas was invested with the badge of office by the outgoing president (Mr. Hickey). Sir Thomas then took the chair.

MR. BROOKE-KELLY: Allow me to congratulate you on your accession to the chair. I remember on a former occasion it was suggested there was something started between us, but whether there was a hatchet or not it is for ever buried.

THE PRESIDENT said: I do not know that I ever felt at such a loss for words. I did not desire such an honour. It is so long since I desired it that I had ceased to think about it. I was quite aware of the circumstances that had arisen since I was first an active member of the Council so many years ago. Strange to say—and I do it sincerely—I thank Councillor O'Rourke for what he has said, because it has completely enhanced the value of the compliment paid to me to-day by all of you. It is an example of extraordinary friendship and generosity that the younger generation should have conferred this great honour on me. When I was elected here ten years ago after a long absence from the Council I thought it the greatest honour imposed on me during my life, because it was done by men who knew me, and should know me, but to-day that this Council, representing some two thousand licentiates of our craft, should select me in such generous terms is really—candidly and truthfully I say—the greatest tribute that I have received during my very long life. I do feel sorry that the vice-president was unable to go on. I would have rejoiced to see him, as I would rejoice to see anyone here, fill the presidency; you have always treated me so well here and extended so much friendship to me. I rejoice with anyone here just as much as I would sorrow with them in their sorrow. As the vice-president has decided not to go on, and you have been so kind to elect me, I thank you, and assure you I will do my best. (Prolonged applause.)

ELECTION OF VICE-PRESIDENT

THE PRESIDENT said he was delighted to learn that Mr. Cahill would continue in the vice-chair. He did not know anyone he would like to work with better. Paddy was a great favourite there, and no words he could say would add to the feeling of esteem and respect in which he was held.

MR. HICKEY, seconding the re-election of Mr. Cahill, said that during his year as president he had an opportunity of appreciating the great work done by Mr. Cahill, and the interest he took in the affairs of the Society. Without him it would have been impossible to carry on, as Mr. Cahill took an amount of work off his shoulders, and helped to steer the ship during a very heavy year of office.

The motion was carried unanimously.

MR. CAHILL, returning thanks, said he doubted very much if he deserved the kind things said of him. The past year gave him an insight into the work Mr. Hickey had done for the Society. It also made him realise the responsibilities of the presidency, and the enormous amount of time demanded from its occupant. Since he realised that he could not give the time

necessary to carry out those duties properly he had to forgo that high honour. He was very glad now the matter went in this way, as it gave them an opportunity of paying honour to one whom they esteemed so much, and he would do his best to assist Sir Thomas in the coming year. (Applause.)

RE-ELECTION OF TREASURER

MR. BROOKE-KELLY, proposing the re-election of Mr. Fitzpatrick as honorary treasurer, said there was nobody there, or elsewhere, could fill the treasurership so well. They heard Mr. Fitzpatrick's balance sheet at the annual meeting the previous night (*C. & D.*, October 15, p. 418), and he did not think anybody could have dealt with the finances of the Society more ably than he had.

MR. FIELDING, in seconding, said no man was more fitted for the office than Mr. Fitzpatrick.

THE PRESIDENT, putting the motion to the meeting, said Mr. Fitzpatrick, by his services to the Council during the past ten years, had placed the Society in a magnificent position that could not have been reached by the ordinary work of the Council. Mr. Fitzpatrick had made the business of the Society his own business, and whether he filled the office of president or treasurer he made an enormous success of his work. It was tremendous pleasure to him to put the resolution.

The motion was carried unanimously.

MR. FITZPATRICK: Mr. President, I will work as I have always worked. I thank you Sir Thomas for your kind remarks. I would like to say this, that during the many years I have been here nothing will afford me more pleasure than working with the two honorary officers elected here to-day. It will be a real pleasure to work with Sir Thomas and Mr. Cahill.

On the motion of MR. FITZPATRICK, Davis & Griffin were re-elected auditors for the year 1938-39.

COMMITTEES APPOINTED

The following committees were then agreed to: *Law Committee*: Messrs. J. A. O'Rourke, C. Cremen, J. Duggan, J. Gleeson, P. Brooke-Kelly, Dr. J. A. Mitchell, T. C. Scott, B. P. Hickey. *House Committee*: Messrs. D. W. P. Boyd, J. A. O'Rourke, J. Duggan, P. Brooke-Kelly, Dr. J. A. Mitchell, J. V. McKeever, T. C. Scott, B. P. Hickey. *Schools Committee*: Messrs. D. W. P. Boyd, J. Duggan, J. Gleeson, P. Brooke-Kelly, J. V. McKeever, J. A. O'Rourke, T. C. Scott, B. P. Hickey, Miss F. M. Flood. *Certificates and Declarations Committee*: Messrs. D. W. P. Boyd, J. V. McKeever, Dr. J. A. Mitchell, J. A. O'Rourke, T. C. Scott.

The honorary officers of the Society are *ex officio* members of all committees.

RESIGNATION OF MR. DWYER

The following letter was read from Mr. J. T. Dwyer, The Pembroke Pharmacy, Ballsbridge: "Dear Mr. Kerr, as it is now long over a year since I have been able to attend any Council meetings, and as I do not see any prospect of being able to do so for long enough, I would be glad if the president and members will accept my resignation. I am very sorry to have to do this as I liked very much meeting the others there, and although not a very brilliant member, still I looked on it as a great honour to be a member of the parliament of pharmacy."

MR. FITZPATRICK: I am sure you are all very sorry to hear of Mr. Dwyer's resignation, especially as it is due to ill health, and that you will all join with me in wishing him a speedy recovery.

On the motion of THE PRESIDENT Mr. Dwyer's resignation was accepted with deepest regret and with sincerest wishes for his early recovery.

CORRESPONDENCE

A letter was read from the Department of Justice intimating that the Minister was of opinion that there could be no mitigation of the penalties imposed in the prosecutions brought against Kathleen and Patrick Markey and P. J. Tehon. Mrs. M. E. Somers, M.P.S.I. (*née* Malone) wrote submitting marriage certificate and desiring change of name in the Register. The application was granted. Miss B. O'Keefe, Ph.C., wrote notifying change of address from Kilbarry, Cork, to the Convent of the Holy Rosary, Killeshandra, co. Cavan.

REGISTRATIONS

The following, who submitted matriculation certificates were granted preliminary registration: Misses M. K. Bannon, B. M. Browne, J. Fitzpatrick, B. M. Hogan, R. M. Leavy, W. M. McGarry, K. McLaughlin, I. R. Manley, E. C. Tormey, A. T. Whelan, S. A. Fay, K. M. B. Halligan, N. J. McCarthy, A. B. McNamara, E. J. A. McWalter; Messrs. J. B. Jordan, J. J. Tierney, P. Dillon, C. H. Foley, J. E. McCormack and T. J. M. Toohey.

REPORTS FROM COMMITTEES

The reports of the House, Law, Schools, Certificates and Declarations Committees were submitted and approved. The report of the latter committee stated that twenty-two candidates had entered for the Licence examination, and three candidates for the Registered Druggist examination.

MR. BRADY CO-OPTED TO COUNCIL

The Council next proceeded to co-opt a member to fill the vacancy created by the resignation of Mr. J. T. Dwyer.

MR. FITZPATRICK: Mr. President, to bring about closer contact between the Society and the trade side of our business, I propose that Mr. Philip Brady, the president of the Irish Drug Association, be co-opted a member of the Council. Mr. Brady was here before as a member of the Council and needs no introduction or praise from me to assure you that he will be a valuable member of this Council.

MR. CAHILL, seconding the motion, said it was hardly necessary to mention Mr. Brady's qualifications. His work for pharmacy was well known to all of them. During his term of office as president of the I.D.A. Mr. Brady had done much to bring about close co-operation between the I.D.A. and the Council. In paying this tribute to Mr. Brady by co-opting him they were, to borrow Mr. Scott's phrase, honouring themselves and securing the services of one of the most active men in their profession.

THE PRESIDENT: He is a genial, hard-working man and as straight as they make them. You could not co-opt a better man.

MR. KIERAN: I have much pleasure in supporting the motion.

Mr. Brady's co-option was carried unanimously.

ELECTIONS AND NOMINATIONS

The following were elected members of the Society: Messrs. P. V. McGahon, F. E. Smith and Dr. J. V. McLoughlin. The following were nominated for membership: Miss S. Byrne, Puck's Castle, Shankill, co. Dublin, and Mr. David Hartnett, Croom, co. Limerick. The Licence certificate of Mr. P. P. Connolly was signed and sealed.

THANKS TO MR. HICKEY

At the conclusion of the business on the agenda THE PRESIDENT said he would like to move a hearty vote of thanks to the outgoing president, Mr. Hickey. He was an ideal president, because he did the work and kept them all to their job. Mr. Hickey talked very little himself, and in many respects was an admirable and competent president. He felt that young men like Mr. Hickey left a man like himself behind.

MR. FITZPATRICK, seconding, said he had a letter from a friend in London who stated that Mr. Hickey created a particularly good impression on their cross-Channel friends in Edinburgh. Personally, he felt he was following fast in the footsteps of the president, and they would have to look to the younger members to carry the banner.

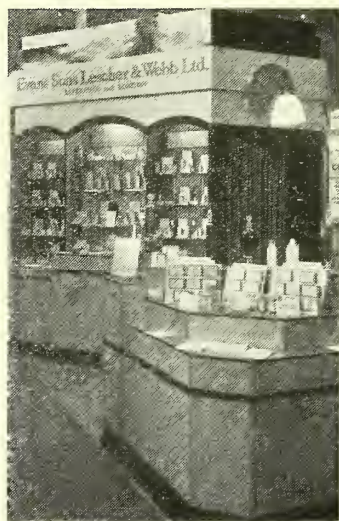
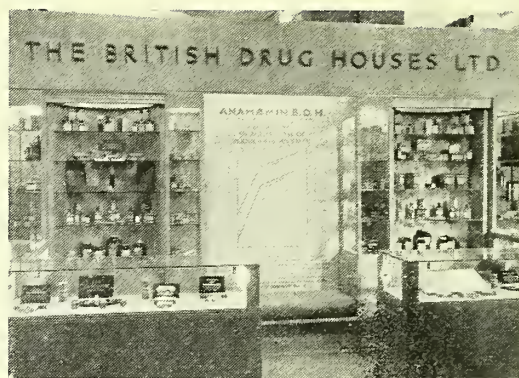
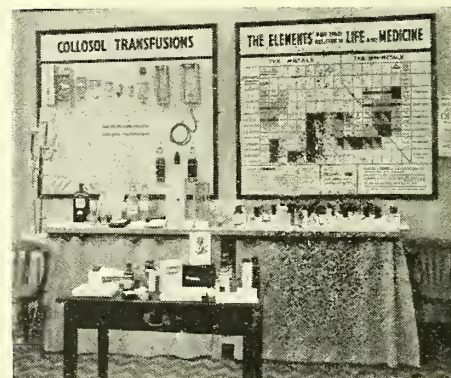
MR. O'ROURKE, associating himself with the motion, said very few members realised the immense amount of hard work and enthusiasm Mr. Hickey had put into his job as president.

MR. CAHILL said Mr. Hickey might be looked upon as a silent man, but he was not silent when it was necessary to speak and act.

The motion was carried unanimously.

MR. HICKEY: Thank you very much for my year of office, but I feel I do not deserve all the kind things you have said of me. Were it not for the loyal co-operation of my colleagues, the vice-president, the treasurer and the registrar, I do not think I could possibly have carried on. Thank you very much for all your kind remarks. (Applause.)

At the LONDON MEDICAL EXHIBITION

*Eli Lilly & Co., Ltd.**Evans Sons Lescher & Webb, Ltd.**The British Drug Houses, Ltd.**British Cod Liver Oil Producers (Hull), Ltd.**Burroughs Wellcome & Co.**T. J. Smith & Nephew, Ltd.**Glaxo Laboratories, Ltd.**Boots Pure Drug Co., Ltd.**Scott & Bowne, Ltd.**The Crookes Laboratories (British Colloids, Ltd.).*

London Medical Exhibition

THE London Medical Exhibition, which opened (for medical practitioners only) at the Horticultural Hall, Westminster, London, S.W.1, on October 17, was characterised by the usual competent, if conservative, displays. There were, perhaps, fewer new introductions than usual and it was more difficult to discern in them any indication of a distinctive trend in medical theory.

Leading Exhibitors

ALLEN & HANBURY, LTD., were showing surgical instruments, appliances and hospital equipment; sterile sutures and ligatures; hearing aids; and a full range of medicinal specialties, including Calcydic tablets, a recently-introduced preparation incorporating Calcydic dicalcium phosphate granules; oral tablets of vitamin B₁, each containing 500 international units; Heparin anti-coagulant; and Sauerin pessaries for the production of free lactic acid at the point of application by means of Metchnikoff bacilli. Messrs. Allen & Hanbury had an additional stand at which they were demonstrating their dietetic products.

THE ANGLO-FRENCH DRUG CO., LTD., with their associated company MODERN PHARMACALS, LTD., were showing a range of ethical pharmaceutical preparations.

THE ARMOUR LABORATORIES (ARMOUR & CO., LTD.) exhibited a full range of Glanoid medicinal products of animal origin, together with sterilised ligatures and sutures.

At the stand of BAYER PRODUCTS, LTD., were displayed some three dozen branded specialties, including Uleron, a colourless oral chemotherapeutic product for the treatment of staphylococcal and gonococcal diseases.

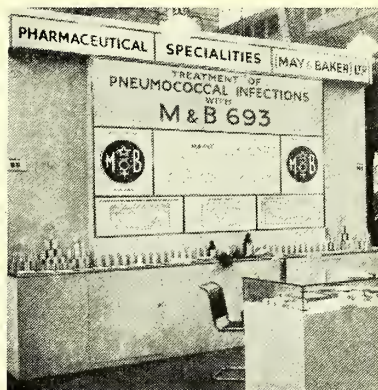
New products at the stand of BOOTS PURE DRUG CO., LTD., included Hepastab No. 2, a concentrated sterile solution of the anti-anæmic factors of mammalian liver for intramuscular or intravenous injection; Gastomag brand magnesium trisilicate and Rusven brand Russell viper venom.

THE CROOKES LABORATORIES (BRITISH COLLOIDS, LTD.) were showing, among an extensive range of specialties, Ichthyol

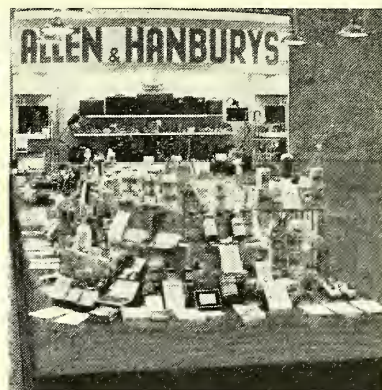
min B₁); and Volpar, a new contraceptive presented either as gels or paste that has been most favourably reported on in the medical press ("Lancet," 6007, 882).

Tabloid sulphonamide-p occupied a prominent position in the exhibit of BURROUGHS WELLCOME & CO., its specific chemotherapeutic effect on the hæmolytic streptococcus being demonstrated by illuminated photo-micrographic transparencies. Various serological products were exhibited including Wellcome diphtheria anti-toxin globulin, whooping-cough vaccine (prophylactic) and tetanus prophylactic formol-toxoid.

Specially featured at the stand of THOMAS CHRISTY & CO., LTD., were Sonasta tablets (essentially ethylbromisovaleryl-



Pharmaceutical Specialties (May & Baker), Ltd.



Allen & Hanbury, Ltd.

amide in association with oxypropionylaminoethoxybenzene); Sorbefacin, an antiseptic, antiphlogistic and nutrient dressing; and Histoplast vaccine plasters, consisting of squares of plaster with central patch of anti-staphylococcal vaccine incorporated in a suitable base.

COATES & COOPER, LTD., were drawing attention to numerous specialties, including Desitin cod-liver oil preparation with vitamins A and D, and Idosan neutral colloidal iron solution (both of which products are now British made), and were displaying a group of Dispert preparations, including Aplona anti-diarrhoeic Dispert prepared from a particular species of apple, and valerian Dispert, a valerian concentrate devoid of odour and taste. The Dispert preparations consist of medicaments in highly dispersed form resulting from their dispersion into a "fluid cloud" by rotary disintegrator.

CUXSON, GERRARD & CO., LTD., featured plasters, bandages, G.P. germicide, surgical ligatures and specialties.

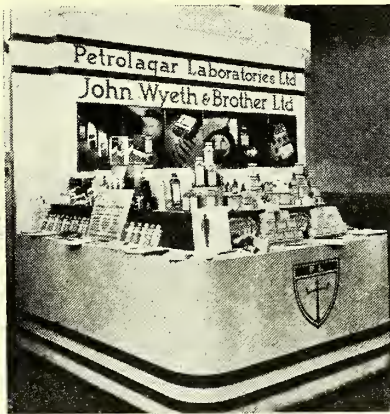
Products of particular interest to pharmacists at the stand of ELI LILLY & CO., LTD., included Reticulogen parenteral liver extract with vitamin B₁, each 0.5 c.c. ampoule of which produces a hæmatopoietic effect comparable to that of 6½ to 10 lb. of fresh liver, in addition to containing 500 international units of the vitamin; Seconal (sodium propylmethylcarbonylallyl barbiturate), a new short-acting hypnotic particularly useful in obstetrics and for pre-anæsthetic preparation of surgical patients; the Sheftel urine sugar-test case, a compact outfit of pocketable proportions presenting facilities for accurate percentage determinations; and Entoral oral cold-vaccine.

The exhibit of EVANS SONS LESCHER & WEBB, LTD., included a full range of the products made at the Evans' Biological Institute, amongst them antitoxins for use in diphtheria, scarlet fever and tetanus; vaccines (made from local strains) for the prevention of common cold and for the treatment of anæmia and whooping cough; and Hepatex specialties including Hepatex-T (tropical), a solution for intramuscular injection in cases of nutritional macrocytic anæmia.

GLAXO LABORATORIES, LTD., drew special attention to Caldeferrum tablets, presenting iron, calcium and vitamin D, and Hesperidin tablets of vitamin P.



J. F. Macfarlan & Co.



Petrolagar Laboratories, Ltd.

preparations (of which they have a monopoly in the British Empire); Lacto-Magnesia, including a new Dental Lacto-Magnesia; sulphanilamide-Crookes (claimed to have been the first sulphanilamide introduced into Great Britain); Liver-Iron capsules, containing in each capsule 10 units of Vitamin B₁, 4 units of Vitamin B₂ (in addition to the Vitamin B₂ already contained in the liver extract), and colloidal iron equivalent to 24 grains of Bland pill.

The products of chief interest at the stand of THE BRITISH DRUG HOUSES, LTD., were their range of sex hormone preparations (Serogan, Gonan, Oestroform and Progestin, B.D.H.); a new improved form of Livogen (preparation containing Vita-

C. J. HEWLETT & SON, LTD., were showing a range of specialities, prominent among which were Salutan tannic acid preparation for the treatment of burns; P.A.B.S. (*p*-amino-benzenesulphonamide), and Ung. Procain Co., containing 5 per cent. of procaine hydrochloride.

J. F. MACFARLAN & Co. were displaying specialities, including Dehesine (for easy and painless removal of plasters and adhesive tapes) and sterilised surgical ligatures.

H. R. NAPP, LTD., were drawing particular attention to Caapi, a speciality for the abortion of coryza; Carbo-mucil granules (activated charcoal with vegetable mucilage) and Immidiol (anthraquinone glucosides in salicylic-acid alcoholic solution).

At the stand of PARKE, DAVIS & Co., the St. Mary's Hospital vaccines, for which this company are the sole distributing agents, were specially featured. The exhibit showed thirty types of pneumococcus, together with a table giving the incidence of pneumococcus infection in London during the winter of 1937-38. Considerable interest was shown in a demonstration of the influenza and vaccinia viruses growing on the membrane of a duck embryo, and in cultures of the causative organism of whooping cough on petri dishes. Shown for the first time was sodium diphenyl hydantoinate, a new drug employed in the treatment of epilepsy.

The central feature at the stand of PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., was M. & B. 693 (2-sulphanilyl-aminopyridine). A novelty was the presentation for doctors of five specialities in a box made to resemble a volume under the title "Hypnotics and Anaesthetics."

ROUSSEL LABORATORIES, LTD., were showing chemotherapeutic, endocrine and biological products, including Rubiazol, Gynosteryl, Gonadyl, Hemostyl, Angioxyl, Sterandryl.

SHARP & DOHME, LTD., were featuring their numerous specialities including Acetidine tablets; snake venom solution designed for hypodermic injection in the treatment of conditions characterised by a tendency to hæmorrhage; and various vaccines and globulins.

T. J. SMITH & NEPHEW, LTD., had an effective mass-display of their various plastic bandages, including Elastocrepe in a new carton; also a full range of Air-Raid Precautions first-aid outfits.

Among other exhibitors were ABBOTT'S LABORATORIES (ENGLAND), LTD. (medicinal specialities); ANTIBODY PRODUCTS, LTD. (air-borne dust proteins, British grass pollen, British bee-venom, etc.); the ANTIGEN LABORATORIES (medicinal specialities and vaccines); BENGERS FOODS, LTD. (digestive preparations); BENGUE & Co., LTD. (continental specialities); BOVRIL, LTD.; BRAND & Co., LTD. (meat essences); BRITISH COD-LIVER OIL PRODUCERS (HULL), LTD.; CADBURY BROTHERS, LTD. (chocolate products, including sugarless diabetic chocolate); CONTINENTAL LABORATORIES, LTD. (continental medicinal specialities); DENVER CHEMICAL MANUFACTURING Co. (Antiphlogistine); J. C. ENO, LTD. (Eno's fruit salt, Vitabene tablets, Therinogene and New-Skin); the HOLBORN SURGICAL INSTRUMENT Co., LTD.; INGRAM & ROYLE, LTD. (mineral waters); KAYLENE, LTD. (colloidal kaolin and hydrated magnesium trisilicate preparations); MENLEY & JAMES, LTD. (Iodex, Benzedrine and Calsiod specialities); G. F. MERSON, LTD. (sterilised catgut); ORGANON LABORATORIES (hormone preparations); OXO, LTD., PETROLAGAR LABORATORIES, LTD., and JOHN WYETH & BROTHER, LTD. (Petrolagar, Plastule, and other specialities); RECKITT & SONS (Dettol antiseptic); W. J. RENDELL, LTD. (specialities); ROCHE PRODUCTS, LTD. (medicinal specialities, including Cycliton British-made respiratory and circulatory stimulant); SANDOZ PRODUCTS (J. FLINT) (medicinal specialities, including Neo-Femergin tablets containing ergotamine and ergobasine tartrates); SAVORY & MOORE, LTD., with their associated companies ARNOLD & SONS, JOHN BELL & CROYDEN and WILLIAM MARTINDALE (surgical instruments and medicinal specialities, including the products of KNOLL, LTD., and E. MERCK); SCHERING, LTD. (medicinal specialities); and SCOTT & BOWNE, LTD. (cod-liver oil and halibut-liver oil preparations and branded specialities).

Trade Notes

BULK LIQUORICE JUICE.—Macandrews & Forbes, Ltd., Bush House, Aldwych, London, W.C.2, direct attention to BVB bulk liquorice juice, which is offered in 10-lb. blocks and in mass. Powdered liquorice extract of the same high quality standard is also available.

ANDREWS WINTER BONUS.—Scott & Turner, Ltd., Andrews House, Newcastle-on-Tyne, 2, make an attractive bonus offer of Andrews liver salt, which is open until November 26. This product is extensively advertised in the Press and over the radio. Details may be obtained from the usual wholesalers or direct on application.

CHANGES IN DISTRIBUTION.—Optrex, Ltd., announce that from October 21 the manufacturing, selling and distributing arrangements for Optrex eye lotion and Famel brand syrup in Great Britain will be taken over by the proprietors under the style of Optrex, Ltd., Wadsworth Road, Perivale, Greenford, Middlesex. A new price list has been compiled, and copies may be obtained on application.

PARAMOUNT BARLEY SUGARS.—Paramount Products, Ltd., 42 Main Road, Denholme, Bradford, send a personal message to every chemist from Mr. Crosby Dutton, M.P.S., explaining that Paramount barley sugar, first sold to a chemist in Bradford seven years ago, is being purchased at the rate of 16,000 jars every week. Chemists who have not yet stocked Paramount confections are invited to apply for samples and prices, which will be sent on request. A series of display material is obtainable.

BONUS OFFER.—Glaxo Laboratories, Ltd., Greenford, Middlesex, announce a bonus offer on Glucose-D and Farex from October 17 to November 14. These bonus offers are particularly attractive, and on previous occasions, we understand, have been very successful. Farex has now established itself as a cereal food of particular value in convalescence, etc., and Glucose-D has the advantage of presenting glucose, the energy sugar, together with vitamin D. Attractive showcards for display purposes have just been issued, and copies may be obtained on application.

VINOLIA CHRISTMAS GIFT BOXES.—Illustrated elsewhere in this issue are some of the Vinolia Christmas gift boxes. Further specimens are included in a colourful illustrated price list, which may be obtained on application to the Vinolia Co., Ltd., Bebington, Wirral, Cheshire.

CONFECTIONERY WINDOW DISPLAY.—An illustration of a window display showing the glucose confectionery and show material manufactured by A. L. Simpkin & Co., Ltd., is given in our advertisement pages. A display stand is available to chemists free of charge with certain orders. Special attention is also directed to Vita Glucose, which contains 96 per cent. of glucose, and it is claimed that three tablets produce a 25 per cent. increase in energy in twenty minutes. It is recommended for athletics and for travel sickness.

ELECTRIC RAZOR.—Shavemaster is the name applied to a new electric razor, which is described as new in principle and performance and gives efficient service without weeks of practice. It is stated to be the only electric razor with a powerful brush-type armature-wound universal motor. Trade inquiries are invited, and a complete counter demonstration unit is offered to retail dealers on terms which are explained in our advertisement pages. Inquiries up to October 31 should be directed to 35/36 Aldermanbury, London, E.C.1, and later to the new offices and showrooms, Mappin House, 156/162 Oxford Street, London, W.1.

ROCHE BONUS TERMS.—Roche Products, Ltd., Broadwater Road, Welwyn Garden City, Herts, announce that bonus terms on all Proprietary Articles Trade Association and Chemists' Friend products have been restored from October 14. Special bonus parcels are available either direct or through the usual wholesalers. Display material for the products Revitene, Nestrovite and Navigan will be sent to any chemist free on request. The medical profession have recently been advised of a new product—Cycliton respiratory and circulatory stimulant. It is issued in solution, tablets, ampoules and ampoule syringes, the latter pack being intended for emergency use for A.R.P. and Red Cross workers.

Trade-Mark Applications

(From "The Trade Marks Journal," October 12, 1938)

SCHEDULE III

- "KYRLEX"; for insecticides (2). By Fairfield Manufacturing Co., 200A Muirhead Avenue, Liverpool, 13. 586,914.
- "OSYL"; for disinfectants and antiseptic preparations, excluding soap (2) (3). By Lysol, Ltd., 565 Kingston Road, London, S.W.20. 586,470. (Associated.)
- "PIMECA"; for medicated pastilles (3). By Buxton & Grant, Ltd., 176 Blackboy Hill, Whiteladies Road, Bristol, 8. 586,767.
- "NOVIDERM"; for medicated preparations for the skin (3). By Ellentee, Ltd., 158 Oxford Street, London, W.1. 584,501. (Associated.)
- "CAROVIT"; for medicinal chemicals (3). By Continental Laboratories, Ltd., 30 Marsham Street, London, S.W.1. 586,612.
- "LOCOPAN"; for ointment (3). By H. C. L. Sandstein, 16 Dittrichring, Leipzig C.1, Germany. 585,806.
- "SUNNY JIM" with device of feet (device disclaimed); for foot and toe plasters; "MELTING MOMENTS"; for peppermint lozenges or tablets (3). By Raybould, Whitehouse, Ltd., Wellington Road, Dudley, Worcs. 586,862/1.
- "JANE SEYMOUR"; for skin-cleansing tissues of tissue paper (39). By Jane Seymour, Ltd., 21 Grosvenor Street, London, W.1. B578,239. (Associated.)

SCHEDULE IV

- "LIPDEW"; for lip salve (3). By F. W. Hampshire & Co., Ltd., Sinfon Lane, Derby. 600,567.
- "SCRIPT," "EYE SCRIPT," "NASAL SCRIPT"; for pharmaceutical, veterinary and sanitary preparations (5). By Potter & Clarke, Ltd., 60 Artillery Lane, London, E.1. 600,620/18/19. (Associated.)
- "TOWN CLERK"; for pharmaceutical preparations, etc. (5). By Thornton & Ross, Ltd., The Chemical Works, off Manchester Road, Linthwaite, near Huddersfield. 600,719.

APPLICATION AMENDMENTS

- The specification for "JULYSIA" in Class 48, No. 586,245, by Jules Frères, Ltd., has been amended to "Hair cream."
- The specification for "SPRAYLO" in Class 3, No. 586,438, by The Green Circle Products, Ltd., has been amended to "Medicated preparations, for human use, as sprays."
- The specification for "SUNOSTAR" in Class 11, No. 586,302, by Watson & Sons (Electro-Medical), Ltd., has been amended to "Instruments, apparatus, and contrivances, not medicated, for surgical or curative purposes, or in relation to the health of men or animals, but not including therapeutic lamps."

Coming Events

Tuesday, October 25

- Guild of Public Pharmacists, 17 Bloomsbury Square, London, W.C.1., at 7.30 p.m. Presidential address by Mr. F. B. Royal, M.P.S.
- Leicester School of Pharmacy, College of Technology, at 8 p.m. Distribution of prizes by Mr. P. F. Rowsell.
- West Middlesex Chemists' Association, Palladium Cinema, Ealing Broadway, W.5, at 8.45 p.m. Mr. A. R. Melhuish, Ph.C., on "The Pharmaceutical Society's New Building."

Wednesday, October 26

- Leeds Branch, Pharmaceutical Society, Castle Grove Masonic Hall, Headingley, Leeds 6, at 7 p.m. Dinner and dance.
- South-West London Chemists' Association, Café Royal, Regent Street, W.1, at 7 p.m. Dinner and dance.
- Western Pharmacists' Association and National Association of Women Pharmacists, Stewarts' Restaurant, 50 Old Bond Street, London, W.1, at 8.30 p.m. Dr. A. Crawford on "The Nutritional Aspect of Disease."

Thursday, October 27

- Cardiff Pharmacists' Association, Alexandra Hotel, Queen Street, Cardiff, at 8.40 p.m. Annual smoking concert.
- Hull Pharmaceutical Students' Association, City Restaurant, Lowgate, at 8 p.m. Dance.
- Manchester Pharmaceutical Association (Junior Branch), Deansgate Cinema Restaurant, at 8.30 p.m. Whist drive.
- Bolton Pharmaceutical Association, Chamber of Trade Rooms, Mawdsley Street, at 8.30 p.m. Cine-lecture on "Modern Methods of Anaesthesia."

Friday, October 28

- Cheltenham Branch, Pharmaceutical Society, Town Hall, at 8.30 p.m. Benevolent Fund pharmacy ball.

Births

Notices for insertion in this column must be properly authenticated.

COWIE.—At King's Gate Nursing Home, Aberdeen, on October 11, the wife of Robert J. Cowie, M.P.S. (Eppie Duthie, M.P.S.), Aberdeen, of twin sons.

EDWARDS.—On October 18, the wife of F. J. A. Edwards, Robb's Drift, Insole Estate, Cardiff, of a son.

LINSTEAD.—At Putney Hospital, London, S.W., on October 18, the wife of Professor R. Patrick Linstead, Sheffield University, of a daughter.

Marriages

HOUGHTON—WILKINSON.—At Rosemount Methodist Church, Douglas, I.O.M., recently, Edward Houghton, M.P.S., Douglas, to Lois Wilkinson.

NICHOLSON—AITCHISON.—At Dunfermline, recently, David Nicholson, M.P.S., Kinglassie, to Roy T. Aitchison.

ROTHWELL—KNOWLES.—At St. Barnabas's Church, Morecambe, on October 8, Ralph Rothwell to Ethel, daughter of Mr. R. E. Knowles, M.P.S., Morecambe.

TODD—AITKEN.—Recently, B. R. Todd to Jean, daughter of Mr. A. C. Aitken, M.P.S., proprietor of H. C. Baildon & Son, chemists, Princes Street, Edinburgh.

TOPLIS—SAINT.—On October 10, George L. Toplis, M.P.S., Grantham, to Gladys Saint.

WHETHERLY—LEVER.—At St. Margaret's, Westminster, London, on October 19, William E. S. Whetherly, to the Hon. Rosemary, daughter of Viscount Leverhulme.

Deaths

CAMPBELL.—At Edinburgh, suddenly, on October 15, the wife of Mr. John Campbell, M.P.S., Ravens' Court, Lerwick.

DANNATT.—At Brookside, Bucknell Road, Bicester, on October 11, Mr. Norman Hamilton Dannatt, chemist and druggist, aged sixty-one. Mr. Dannatt was apprenticed in Huddersfield, and prior to commencing business on his own account had obtained a varied experience in Wrexham and London. He qualified in 1905 and was for twenty-two years in business on his own account at Orpington, Kent. During the latter part of the time he was greatly handicapped by ill-health, and eventually retired, first to Godalming, then to Bicester. He leaves a widow and four daughters, one of whom is a chemist and druggist. The funeral service took place at Golders Green, London, on October 14, and among those present was Mr. Wallace Pring, M.P.S., representing the West Kent Branch of the Pharmaceutical Society.

MARSHALLSAY.—Recently, Mr. Richard Jeanes Marshallsay, M.P.S., Wareham, aged seventy-six.

MOODY.—Recently, Mr. Thomas Adam Moody, M.P.S., Leavesden Road, Watford, aged sixty-nine.

RICHARDSON.—Recently, Mr. William Henry Richardson, M.P.S., Freshwater, Isle of Wight, aged sixty-eight. Mr. Richardson had carried on the only chemist's business in that district for forty-two years, and his father was a chemist at Yarmouth, I.W. He had never been away from his business for a single day until about three weeks ago, when heart trouble incapacitated him, and this led to his death following a seizure. In his early days he was an enthusiastic cyclist and cricketer, and in later years he had found relaxation in golf and bowls. He was one of the original members of the Freshwater Conservative Club. Mr. Richardson leaves a widow and two sons, one of whom succeeds him in the business. The funeral took place on October 15, and was attended by a representative gathering connected with his activities.



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O/17 Fitzgerald's turtle oil	A/19 Nomoth
cream	H/17 Snuglet hot-water bottles

THE CHEMIST AND DRUGGIST

VOL. CXXIX

October 22, 1938

NO. 3063

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The Next British Pharmacopœia

THE publication of the next edition of the British Pharmacopœia is announced for 1941, and the first meeting of the newly-reappointed British Pharmacopœia Commission has been held at the offices of the General Medical Council, the chairman of the Commission, Dr. A. P. Beddard, presiding. It is understood that there are a number of important and interesting changes contemplated, and while it is as yet too early to obtain definite information, nevertheless, already it is possible to indicate a few of the trends which changes will follow. It is stated that the Commission is impressed by representations concerning the Pharmacopœia being regarded as a standard under the Sale of Food and Drugs Act, and accordingly including as many of the commonly-prescribed preparations as possible in the Pharmacopœia. It is practically assured that pharmacopœial recognition will be accorded to an increased number of drugs which are of proved therapeutic activity. Although this does not signify any intention to include drugs solely because they are widely used, it is satisfactory to note that there is an indication of the intention to make the Pharmacopœia a more comprehensive book than the previous editions. This will enable pharmacists to be less dependent upon publications of an unofficial type which of recent years have been advanced without authority as more or less official guides.

Another interesting suggestion is the inclusion in the next edition of standards for compressed tablets. There have been many variations in the shapes and sizes of tablets issued by the numerous manufacturers in this country, and where chemists have supplied different makes of tablets, there has been confusion in the minds of the patients taking the medicament. If standards are fixed, it will assuredly be advantageous to have, for example, a calomel tablet containing a $\frac{1}{4}$ grain of calomel turned out to a uniform size irrespective of the manufacturer, and no doubt this is one of the changes which may

be made. Other official recognition of tablets is found in the inclusion of the Swiss and other European pharmacopœias, and the French pharmacopœia contains a general monograph which describes how tablets should be made, laying down a test for disintegration and limiting variation in weight.

It is also proposed to adopt standards for some of the new sex hormones. While the Medical Research Council is the authority in regard to these standards, prominent commercial drug houses which have made these products available are doubtless cognisant of the proposed new standards, and will be in a satisfactory position to provide them as soon as the British Pharmacopœia Commission gives its decision.

It will be of interest to note whether synthetic ephedrine does receive its place in the new Pharmacopœia in view of the fact that ephedrine is among the most widely used of all alkaloids at the present time. There is a precedent for its inclusion, for example, in cocaine, and if the synthetic variety is equally effective therapeutically, which is a matter for decision by the Medical Research Council, it is likely that the natural product will in the next few years have a formidable competitor in the synthetic preparation. With regard to the research on vitamins, there is almost certain to be considerable changes made in the monographs relating to this branch of medicine.

In THE CHEMIST AND DRUGGIST of August 20, there appeared an article on the proposed new American regulations relating to cosmetics containing some of those potent substances such as hormones and vitamins. It is understood that so far as the B.P. is concerned, this question must remain outside its province. Nevertheless, developments in regard to these substances are proceeding rapidly.

A Great National Industry

THE twenty-second report of the Association of British Chemical Manufacturers and the speech of the chairman (Mr. E. V. Evans, O.B.E.) to the members at their annual general meeting held in London last week (reports of which are published in this issue on pp. 459 and 460), make interesting reading. In the first place, the report shows that the Association has continued to prove itself of great value, both to the industry as a whole and to individual firms. The chairman's appreciative remarks on the work of the general manager, Mr. Davidson Pratt, and his staff, were well merited. It would be idle to speculate as to what extent the progress made by the chemical industry during the past twenty years is due to the activities of the A.B.C.M. The important point is that, today, it is well established and efficient in all its many and varied branches. The chemical industry is now largely capable of meeting the requirements of industry in normal times and, what is even more important, it would be a source of strength in a national emergency.

Yet the Association is not satisfied with the treatment it receives from the authorities in connexion with the Government's negotiations with foreign countries on trade agreements. In other countries, such as, for instance, the United States of America, industry is taken into the full confidence of the Government and practically instructs their authorities as to the terms and conditions they require; in this country, it seems, information is sought from industry only when the authorities feel they require it. Is this the reason why, for example, our imports of "Chemicals, etc." from America in 1936 totalled £2,166,687 and in 1937

amounted to £2,656,773, while our shipments of this class of goods to the western continent were valued at less than half these amounts during the past two years, namely £1,024,493 and £1,249,813? Certainly it cannot be suggested that the industry of this country is less efficient or not as comprehensive as that of America, with which country the Government is now negotiating a new commercial agreement. It should not be difficult to use this great preponderance of our purchases over our sales of chemical and allied products in bargaining for equitable terms. As a whole, the American import tariff on chemicals is much more severe than that operating in this country; there must be a levelling down or up, one way or the other.

We are also in the course of fixing up a new trade agreement with Germany, and, so far as the chemical industry is concerned, it is important that their interests should receive full support from the Government. In 1936, we imported from Germany chemicals, etc., to the value of £4,152,256 and in 1937 the total was £4,600,209, while our exports of these products to Germany were negligible, amounting to £302,501 in 1936 and £341,549 in 1937. More than a third of our imports of the chemical group come from Germany and, combined with American shipments, they represent more than half the total value of our imports of this class of goods. As in the case of America, the overwhelming German shipments, as compared with her purchases of our goods, is due very largely to the fact that the protection afforded the German industry, in one way or another, amounts practically to a prohibition of imports of a competitive character. The tariffs imposed on imports of chemicals into this country are more than nullified by subsidies, special currency arrangements and other means provided by the State in Germany for the one definite purpose of forcing her goods on overseas markets. By the means now employed this market is in some respects substantially as open and free to the German chemical industry as it was prior to the introduction of the key industry duties and the 10 per cent. general *ad valorem* duty.

The times are much too critical, both commercially and nationally, to allow these one-sided conditions to continue. The power of the industry is threatened and weakened by the import, month by month, of thousands of pounds' worth of competitive chemical products. No other country, we imagine, would permit such a dangerous procedure. The leaders of the chemical industry will only be doing their duty to themselves and to the country by warning the Government and insisting that equitable treatment and conditions for the interchange of goods must be the basis of all trade agreements they may conclude with other industrial countries. If the foreign Governments concerned decline to concede this reasonable formula for inter-trade and persist in maintaining high tariff walls in order to provide a hundred per cent. protection against the import of competitive products, surely a key industry is entitled to whatever protection that may be required particularly to counter subsidised competition which it is quite impossible for private enterprise to resist.

Nine Months' Trade Returns

THE aggregates of value of our seaboard trade for September and the first nine months of this year are, considering the difficult business conditions prevailing, well up to expectations, particularly as regards exports. The value of our shipments of all classes of merchandise

during September was £2,000,000 more than in August, while our imports were £1,000,000 in excess of the previous month. These figures may not be sufficient evidence to indicate that trade is on the up-grade, but they do suggest that the trade recession of the past six months is passing. Our imports for the nine months' period this year show a decline about £51,500,000. Our exports so far this year are down by £52,000,000 compared with the 1937 figures, but are £27,200,000 in excess of the value of our shipments during the corresponding period of 1936. The totals of imports and exports combined for January–September were: 1938, £1,084,110,000; 1937, £1,187,500,000; and 1936, £973,775,000.

All Classes of Merchandise	Imports	Exports of U.K. Goods	Total Exports including Re-exports
September, 1938 ...	£75,000,960	£39,808,957	£43,846,909
" 1937 ...	87,844,410	44,263,078	49,468,846
" 1936 ...	71,895,505	36,960,737	40,875,466
Jan.-Sept., 1938 ...	691,110,082	346,659,620	393,003,823
" 1937 ...	742,565,754	385,651,984	445,027,132
" 1936 ...	607,978,989	320,092,159	365,805,084

The volume of trade in "Chemicals, etc.," is being fairly well maintained. The returns so far this year are not so satisfactory as those of 1937, which were particularly good, but they are, in all respects, better than the returns for the nine-month period of 1936. Compared with the preceding month imports are up by £84,000, but £65,000 less than in September, 1937. The landings for the nine-month period this year are £754,000 less than in 1937. Exports of home manufacture in September were £51,000 more than in August, but £320,000 less than in September, 1937. The nine months' figures for this year are £2,585,000 down on the value of exports during the corresponding period of

Chemicals, Dyes, Drugs and Colours	September			January–September		
	1938	1937	1936	1938	1937	1936
Imports ...	£'000 1,170	£'000 1,235	£'000 1,190	£'000 9,244	£'000 9,998	£'000 9,167
Exports of U.K. manufacture	1,726	2,046	1,736	16,065	18,650	15,427
Re-exports ...	39.3	31.6	44.9	335.1	344.9	311.5

1937, but £538,000 in excess of the 1936 total. The chief sources of supply of our imports during September and January–September, respectively, were as follows: Germany, £427,709 and £2,872,025. United States of America, £162,879 and £1,647,131. France, £112,755 and £734,531. Switzerland, £76,341 and £578,895. Belgium, £83,714 and £437,390. Canada, £45,642 and £387,378. Holland, £46,541 and £366,499. The chief destinations of our shipments of chemicals during September and January–September, respectively, were: British India, £241,423 and £2,066,209. Australia, £187,404 and £1,444,949. Union of South Africa, £117,395 and £1,243,439. Eire, £89,374 and £826,308. Canada, £96,967 and £755,273. United States of America, £45,057 and £674,685. France, £66,518 and £588,791, and New Zealand, £73,634 and £580,063.

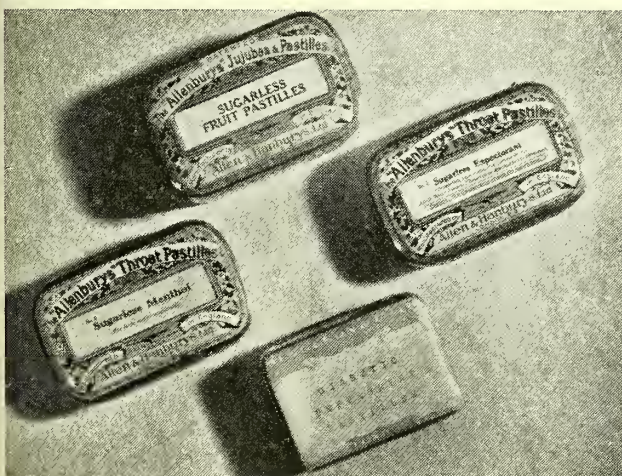
Sugar-Free Confectionery

SINCE the importance of a controlled diet in the treatment of diabetes has become recognised, the need for food products which break the monotony of the diet has been felt by both doctor and patient. In spite of the value of insulin to diabetic patients, a rigid adherence to the prescribed diet is essential to control the symptoms of the disease, and it is the carrying out of this diet which becomes so tedious to the diabetic patient. Manufacturers of food products have realised this, and as a result have introduced various preparations which can be ingested by diabetics without danger of disturbing the carbohydrate balance of the prescribed diet. The sale of such products is essentially within the province of the pharmacist, as the special information concerning their nature that is expected by the patient can best be passed on by him. The chemist can bring to the notice of certain of his customers the various sugar-free products available, and so establish a regular demand for these products. The manufacture

The comparative carbohydrate calorie value of this and ordinary chocolate is as follows:—

	Total Carbohydrate.	Calories per oz.
Sugar-free chocolate	4.0	5
Ordinary chocolate	65.0	75

As an alternative sweetmeat to chocolate, sugarless pastilles are available, the basis of which consists usually of plain gum and gelatin. Medicated sugarless pastilles can safely be given to diabetic patients who contract coughs and colds. Turning to sugarless conserves, those illustrated are two of the several flavours available in the Energen double-fruit products. They are free from added sugar and are stated to contain from 50 to 150 per cent. more fruit than ordinary preserves, and can be eaten without restriction by those on a special diabetic diet. Among other confectionery products for diabetics are bread, biscuits, rusks, cereal and breakfast foods. The difficulties of pur-



Sugar-Free Pastilles



Diabetic Chocolate

of diabetic confectionery consists of the substitution of sugar in the compounding by some alternative sweetening agent, which in the majority of preparations is either saccharin or *d. sorbitol*. The former is usually employed in different kinds of pastilles, while the latter, which is a hexahydric alcohol and can be obtained from invert sugar, is used in the preparation of chocolate, jams and marmalade. The value of incorporating *d. sorbitol* in diabetic foods is that it is entirely harmless and the patient can eat such foods freely without fear of upsetting the balance of his diet. Chocolate in which *d. sorbitol* is used has the appearance, taste and other characters of ordinary chocolate, and the slight increase of blood sugar due to the *d. sorbitol* ingestion is stated to be negligible. The extent to which *d. sorbitol* is contained in this type of preparation can be seen from the following formula of Cadbury's sugar-free chocolate illustrated on this page:—

	Per cent.
Moisture	0.8
Protein	9.8
Fat	37.9
<i>d. Sorbitol</i> (sweetening agent)	36.3
Cocoa starch	3.9
Reducing sugar	0.1
Mineral salts	1.0
Theobromine	0.8
Natural fibre	1.4
Undetermined (tannin, pectin, etc.)	7.1



"Sugarless Jams"

chasing regular supplies of some of these foods can be overcome by the patient by using a diabetic flour which provides a convenient self-raising mixture for the preparation in the home of bread, biscuits and cakes. Such foods can be made entirely free from carbohydrates and containing only a small proportion of fat. The following formula of Allenburys diabetic flour gives an idea of the nature of this type of product.

	Per cent.
Special casein and lactalbumen (24.66 grams per ounce)	87.0
Fat (0.2 grams per ounce)	0.7
Acid potassium tartrate	1.6
Sodium bicarbonate	1.6
Moisture	9.1

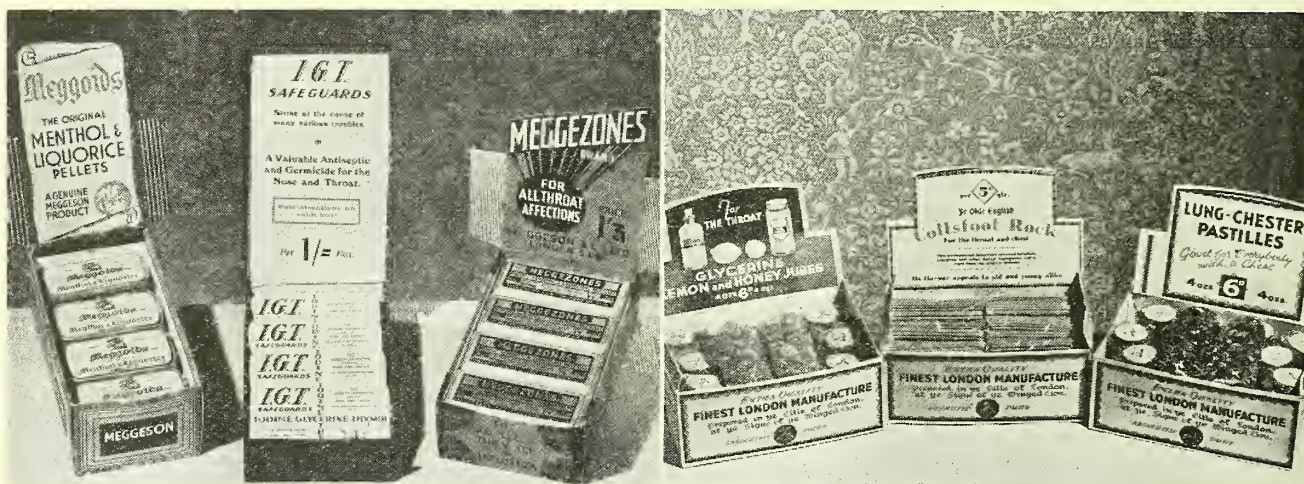
Recipes for diabetic breads, cakes, batter and omelettes are given in each box of flour.

Diabetic rusks provide a pleasant variant for the patient on a restricted diet. They are attractive in taste and appearance, and can be used instead of toast with butter and meat paste, fish paste or other foods suitable for diabetics. Softened with hot water, and a little milk if considered advisable, they provide a semi-solid nourishing food for elderly diabetic patients. The Allenburys diabetic rusks are stated to be free from sugar, and analysis shows their approximate composition to be as follows:—

	Per cent.
Protein	56.0
Carbohydrate	22.5
Fat	6.5

Their calorific value is given as 105 calories per ounce.

Medicated Winter Confectionery

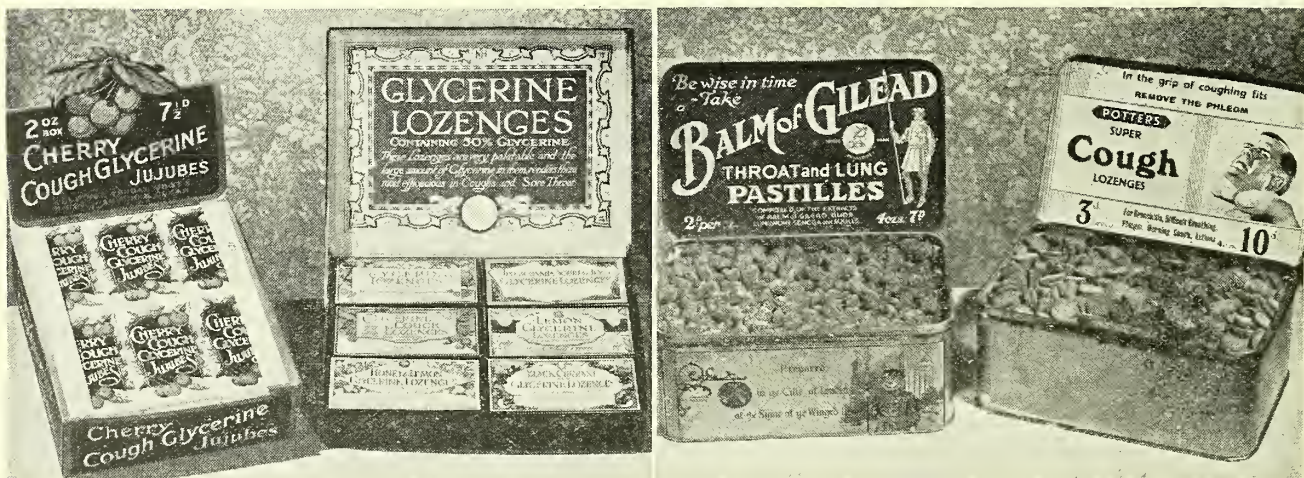


Meggeson & Co., Ltd., Meggoids and Meggezons. Blyton, Astley & Co., Ltd.: I.G.T. Safeguards

Potter & Clarke, Ltd.: Glycerine, Lemon and Honey Jubes; Coltsfoot Rock; Lung-Chester Pastilles



Potter & Clarke, Ltd.: Balm of Gilead Sticks; Gluco-Barley Sugar Sticks
Blyton, Astley & Co., Ltd.: Honey, Aniseed and Chlorodyne Pastilles



H. & T. Kirby & Co., Ltd.: Cherry Cough Glycerine Jujubes;
Glycerine Lozenges

Bulk Pastilles and Lozenges—Potter & Clarke, Ltd.: Balm of
Gilead Pastilles; Potter's Super Cough Lozenges

Liquorice in Pharmaceutical Confectionery

THE liquorice which is used in pharmaceutical confectionery is known commercially as block juice, and is prepared in such a way that it is less hygroscopic than ordinary liquorice extract. Only extracts having a high glycyrrhizin content are suitable for high-class medicinal confectionery as inferior grades contain large amounts of starch and other adulterants, are more bitter and of a poor colour. In the production of liquorice the roots of *Glycyrrhiza glabra* are broken up in a shredding machine, and the resultant mass of fibres, which is separated from the powder by sifting, is

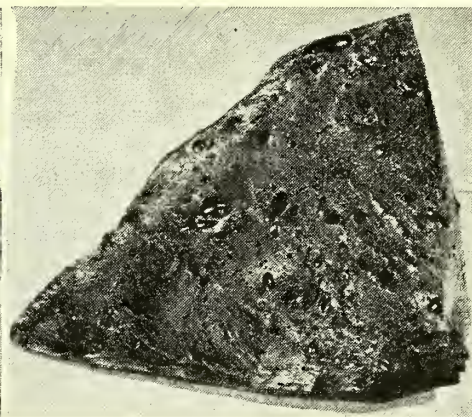
about 23 to 30 per cent. of starch and gums; approximately 15 per cent. of sugars and a varying amount of insoluble matter. The beginning of liquorice confections goes back to Elizabethan times. For its demulcent action on the nerves of the throat, liquorice has long been employed in remedies for relieving coughs and colds. It has also had a reputation as a flavouring agent, more especially for use with flavours such as peppermint, blackcurrant and anise, and is used in mixtures, pastilles and pellets to disguise the unpleasant taste of various medicaments. One of the older methods of presenting liquorice



[Photo]

Collection of Liquorice Root

[Courtesy, Macandrews & Forbes, Ltd.]



[Photo]

Specimen of Block Liquorice Juice

[Courtesy, Meggeson & Co., Ltd.]

treated with hot water in the extracting plant. After the extraction process is complete, the solution is allowed to settle and later decanted to the evaporating vacuum pans to be concentrated at controlled temperature. The concentrated extract is then passed to "finishers," which are steam-heated evaporating kettles provided with revolving scrapers to prevent the extract from sticking to the sides. Evaporation continues until the extract contains about 20 to 25 per cent. of moisture, and the paste thus formed is drawn off into wooden casks lined with paper, where it cools to the familiar black semi-plastic mass.

The spent root is then passed on to a further series of extractors for a more complete extraction which yields a lower grade product. Liquorice root yields approximately 15 per cent. of extract to cold water, but with boiling water $7\frac{1}{2}$ per cent. more can be obtained. The extract produced in the latter way is more soluble and hygroscopic, thus being unfit for moulding into sticks. By treating the residue with steam, however, 16 per cent. of a dried friable extract is obtained, and it is this substance which gives firmness to the more soluble matter and enables the liquorice juice to solidify. Although England is still the centre of the liquorice confectionery trade, and considerable quantities of liquorice juice are produced here, the bulk of juice used in this country is produced in Calabria, Sicily and Spain. The most convenient sizes of liquorice juice which are available to the retailer are 1-oz. sticks and blocks, 2-oz. and 4-oz. blocks, and several different commercial varieties of these are illustrated on this page. Liquorice juice contains on an average 10 to 13 per cent. of glycyrrhizin—certain varieties contain even up to 18 or 20 per cent.—and this is a sweet principle to which the flavour and probably many of its physiological properties are due. It also contains

along with other ingredients was in pipe form. Such ingredients as liquorice or horehound and aniseed were mixed and rolled into pipes similar to a pill mass, which were then cut into different lengths. This was then dried to produce brittle rods. The modern tendency for liquorice preparations is towards pellets and pastilles, which are made by mixing the ingredients in the liquorice paste until a workable mass is produced. This is then rolled into sheets, which are cut by machinery. Pontefract liquorice cakes are now known the world over as a sweetmeat and also for their demulcent and

sedative properties. It is recorded that Pontefract cakes were made and sold nearly 200 years ago, although liquorice root was introduced into the Pontefract neighbourhood in 1662. From the early days of their manufacture, these liquorice cakes, besides bearing the name or initials of the particular manufacturer, have been distinguished by the trade mark in the form of a rough imitation of the castle lodge, as represented on the municipal seals, and a bird perched above the building. It is believed that the original cakes were made into circular discs $1\frac{1}{2}$ inches in diameter more in the shape of a cake, but in later years its size became reduced to

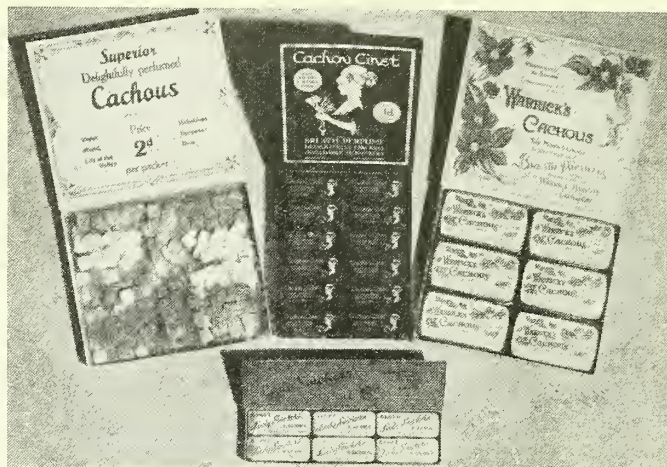
*Varieties of Liquorice Sticks*

that of the present day. Seasonable interest in liquorice confectionery can readily be stimulated by arranging special displays in the pharmacy window or showcase. The following are suitable goods which could conveniently be included in such displays: liquorice root, whole, chopped and powdered; block and stick liquorice juice; Pontefract cakes; linseed, liquorice and chlorodyne lozenges; Brompton hospital lozenges; compound liquorice powder and tablets; linseed for making linseed and liquorice tea; plain and mentholated liquorice pellets, liquorice and aniseed cough candy, and liquorice all-sorts.

Cachou Days Are Not Over

CACHOUS, in their present form, are said to have originated in Italy. One of the earliest references to perfumes for the mouth occurs in an amusing book entitled "The Toilet of Flora," published in 1775 by Murray & Nicholl. "To sweeten the breath," says Flora, "at night, going to bed, chew about the quantity of a small nut of fine myrrh, or chew every night and morning a piece of Florentine orrice root about the size of a small bean, or the same quantity of burnt alum." From her recipe No. 236, there appears to have been an attempt to make a cachou as follows: "To sweeten the breath, roll up a little ball of gum tragacanth, scent it with some odoriferous essence or oil and hold it in the mouth; a little musk may be added to the ball while rolling up, where that perfume is not disagreeable." At a later date, aromatic cachous became very popular, and were in considerable demand

exclusively to chemists. It is stated by the majority of manufacturers that the sale of cachous is considerably less in these days than before the War. It is of interest to note that one famous maker of chemists' confections has been continuously manufacturing cachous for over 140 years. We understand that any perfume can be incorporated in cachous, but rose, lavender, and opoponax have always been the most popular. In these days, cachous have been replaced by other types of confections, and no doubt much of this change in public taste is due to the fact that women smoke and are less affected by the odour of tobacco than they were formerly. There is, however, quite a substantial demand from abroad. The best quality cachous are hand-made, but for the cheaper class of trade machine-cut products are available. It is of particular interest to note that the diamond-shaped cachou is the most popular and that



Warrick Bros., Ltd., Cachous.

Left, Superior; Centre, Cinet; Right, Mixed; Below, Lady Smokers' Cachous



Morny, Ltd., Cachous Aromatiques



Robert Gibson & Sons, Ltd., Floral Cachous.



Assorted Tinned Cachous.

by heavy smokers. In nearly all cases, they were made with a liquorice basis combined with spices, musk and ambergris. Such cachous were made by mixing the ingredients, massing, rolling flat and cutting into suitable shapes.

Thirty years ago the sale of the cachou was confined almost

the demand is rather for mixed cachous than for any particular variety. The hey-day of the cachou, however, deserves to be remembered because it was associated with a period of elegance and gallantry which finds little place in conditions of life to-day.

Phenolphthalein in Confectionery

THE cathartic properties of phenolphthalein were discovered accidentally. Its tastelessness and its pharmacological effectiveness in small doses have led to a considerable use of the medicament as a domestic laxative during recent years. Its laxative action is believed to be due to a combined stimulation of the intestinal secretions and of peristalsis.

Since its introduction more than forty years ago, phenolphthalein has grown steadily in popularity as a laxative, particularly for children and delicate persons. Many different vehicles have, in the past, been used for administering phenolphthalein; large quantities of the substance are used at the present time in the form of tablets, either alone or with other medicaments.

A vehicle for presenting phenolphthalein, which has been introduced more recently, is the chocolate base. Many of the

difficulties in administering the drug to children have been overcome by the use of a chocolate tablet containing it, and some of the products of this nature available are conveniently marked so that they can be divided into different sized portions according to the particular dose which is intended. The catharsis resulting from suitable doses is mild and usually without griping or discomfort, yet when the dose has been adequate the effect can be depended upon. The possibilities of the chocolate-phenolphthalein compound as a marketed product were seen by an organisation over thirty years ago, when Ex-Lax was introduced. Starting on a comparatively small scale, the business of this concern has now reached considerable proportions and has stimulated a wide interest in this type of product. To-day, there are many medicinal products which contain phenolphthalein as an active ingredient.

British Beet Sugar Industry

Under the direction of the British Sugar Corporation, Ltd., the annual production of Beet Sugar in this country averages about 400,000 tons. The area of sugar beet under cultivation is in the region of 350,000 acres, giving a yield of approximately 3,300,000 tons of roots

THE sugar beet, a variety of *Beta vulgaris*, is believed to have been derived from the wild form (*Beta maritima*) which inhabits the vicinity of the seashore. Its earliest use as a cultivated crop is not known, but from various references by Roman writers it seems likely that the root in its then scarcely more than wild form was used by the Romans as fodder for animals and occasionally as food for man. From Italy, it was spread to Northern Europe by barbarian invaders. Little notice seems to have been taken of its sugar-yielding properties—which were at any rate very small in those days—until after the end of the 16th century.

The first date of real importance in the history of the sugar beet industry is the year 1747, when the first crystals of beet sugar were obtained in the laboratory by the Prussian chemist, Andreas Marggraf. He did not pursue his discovery beyond the laboratory stage. Twenty-five years later, a pupil of his—Franz Karl Achard—assisted financially by Frederick the Great, developed these researches to the point of commercial exploitation. He received from the Prussian Government a grant of £8,000 and grew 60 acres of beet, but the death of his Royal patron cut short Achard's work for a time. He subsequently succeeded in enlisting the support of Frederick William III, to whom, in 1799, he presented the first specimens of white beet sugars. A commission appointed to examine his process reported favourably and, in 1801, the world's first beet sugar factory was established at Kunern, near Steinau, in Silesia. According to Lippmann, an eminent German sugar expert, the sugar extraction of Achard in 1802-3 was 4 per cent. of the weight of the beet.

The First Efforts

So far back as the beginning of the 19th century, the progress made on the Continent in the production of beet sugar led to experiments in sugar beet cultivation and beet sugar manufacture in the United Kingdom. A small factory was erected about 1832 at Ulting, near Maldon, Essex, and in 1850, a second factory was erected at Mount Mellick, Queens County, Ireland. Both these early enterprises failed owing to financial and technical difficulties. In 1868, James Duncan, a refiner of imported raw sugar, erected a small factory at Lavenham, Suffolk, for the extraction of beet juice in a concentrated form, completing the operations of crystallisation at his London refinery. The factory was built to deal with a total of 20,000 tons of beets per annum, but secured only 8,000 tons for its first and only beet campaign. Despite these failures, experiments continued in various parts of the country. From 1901 onwards, the scope of these efforts was widened. The experiments carried out proved that sugar beet of a satisfactory quality could be grown in England, and eventually forced on the attention of the Government the possibilities of this new agricultural enterprise. From 1909 onwards, several promising factory schemes were organised and carried through to various points of development but not to fruition. The difficulty lay less with the farmer than with the investor. The failure of these attempts exposed the main difficulties in the way of the establishment of the sugar beet industry. The investor would not risk his capital in a beet sugar factory unless the raw material could be assured for a term of years. The farmer, on the other hand, would not undertake to grow the crop to the necessary extent and for the necessary period of years unless, in advance, he was assured of the factory as a market for his produce. The price of sugar to the consumer in those days was only 1½d. to 2d. per lb.—14s. to 18s. per cwt.—including the customs duty of 1s. 10d. When, during the War, Continental imports were entirely cut off, there was a serious shortage of sugar; prices soared to 1s. 2d. per lb., and the purchase of sugar and its distribution came under control. Prices remained high after the war; even in 1920-1, sugar was sold at from 118s. to 120s. per cwt. (including duty at 25s. 8d.) or over 1s. per lb. In the autumn of 1921, the general slump in food prices took place, sugar falling to 40s. per cwt. or about 4d. per lb.

The first modern beet sugar factory in this country—that at Cantley, in Norfolk—was due to Dutch initiative. It was operated for four campaigns (1912-15) at a loss, although the company succeeded in securing a sufficient acreage of beets to provide for manufacturing seasons of modest dimensions. The company was wound up in 1916 and the undertaking, excluding the foreign assets, was acquired by the first English Beet Sugar Corporation, Ltd.

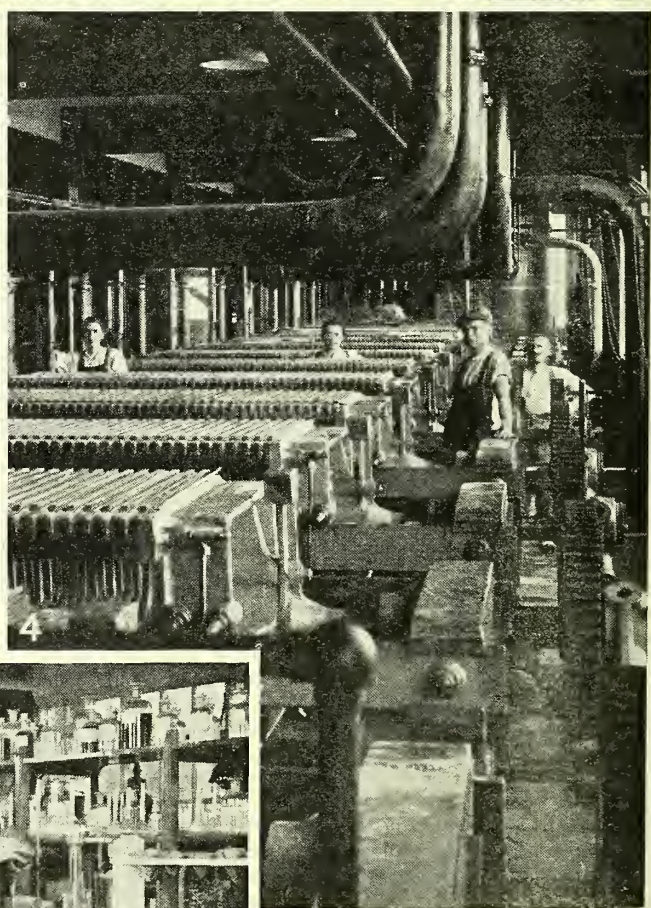
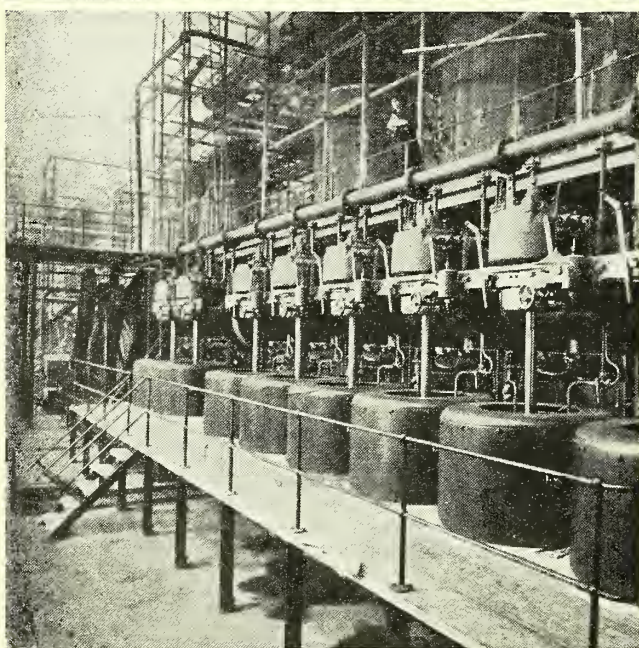
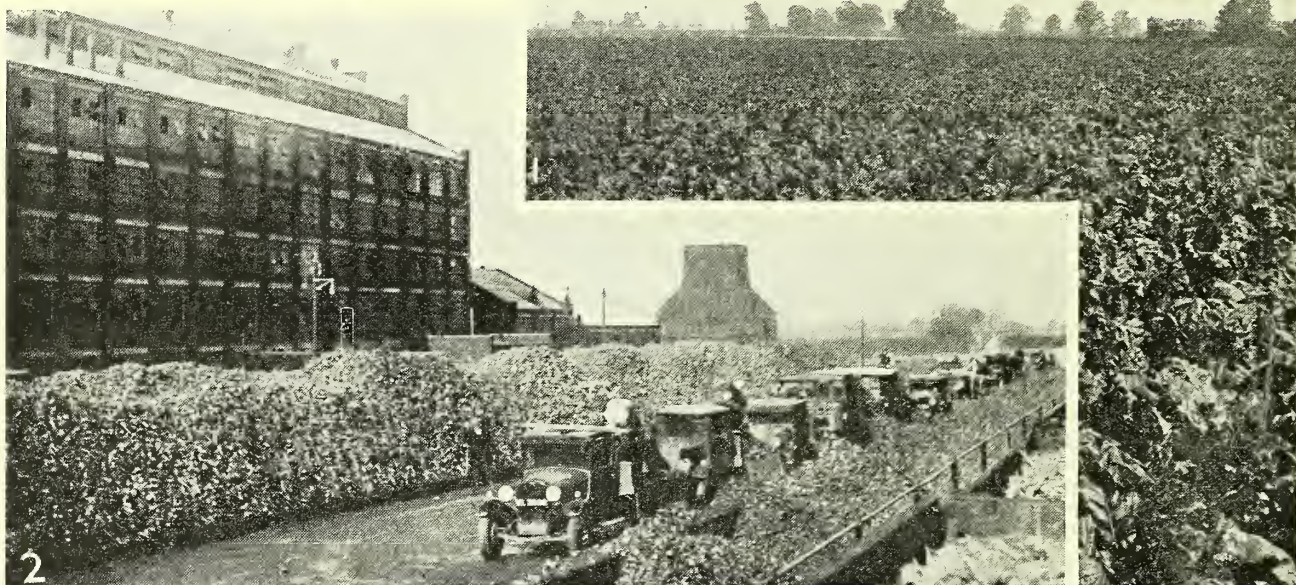
Government Aid

In 1913 a group of eight English agriculturists, registered as the Sugar Beet Growers' Society, obtained a grant, not to exceed £11,000, from the Development Fund in aid of an experiment in the cultivation of sugar beet. The grant was to apply only to that portion of the expenditure which could be regarded as promoting education and organisation. The experiment comprised 2,994 acres, from which 22,157 tons of clean beets were delivered. Even allowing for the Government grant, there was a heavy loss; the experiment was not repeated. In 1915 an association of prominent agriculturists and public men, known to this day as the British Sugar Beet Society, was formed to undertake an entirely new investigation. A scheme was prepared for the acquisition of a large estate, upon which a factory was to be built and on which sufficient sugar beet should be grown to furnish the raw material for a manufacturing season of the minimum length consistent with economy. The purchase of an estate at Kelham, in Nottinghamshire, was contemplated for the purpose, and the Society applied to the Development Commissioners for a grant to assist in putting the scheme into effect. The Government was urged to arrange, without delay, for a complete scheme of this kind. The type of Government assistance favoured was that of sharing or guaranteeing any loss up to a specified amount. In March 1917 the Treasury sanctioned an advance to the Society of £125,000 (subsequently increased to £131,125) for the purchase of the Kelham Estate of 5,603 acres. In 1918 a further loan of £40,000 was made from the Development Fund for the working capital of the estate. During the three years 1917-19 the Society awaited a decision from the Government with regard to its factory scheme, the proposed capital of which was £500,000. The Government had been asked to provide half this sum and to guarantee for a period of 10 years a dividend of 5 per cent. on the remainder. In February 1919 the Society was informed that the Treasury had accepted the Society's scheme in principle. This decision was followed by the adoption by Parliament of the policy of Empire Preference in the Finance Act of the same year, indicating the attitude which was being taken towards the production of sugar within the British Empire. The Kelham factory, the machinery for which was obtained from France, was not ready for operation until November 1921. The total cost, owing to inflation in the prices of materials and labour, was £500,000 instead of the prospectus estimate of £300,000. As the first manufacturing season progressed it was found that the losses being incurred had already depleted the small working capital which still remained. It was clear to the directors that unless further financial assistance could be obtained the company would be unable to meet its engagements to the growers. In January 1922 the English Beet Sugar Corporation had also advised the Ministry of Agriculture that it was bound to close its factory permanently unless the excise duty could be remitted. The duty was withdrawn in the Finance Act of that year.

The sugar beet industry in this country was enabled to survive by the remission of excise duty, but, as was emphasised by the British Sugar Beet Society in a statement addressed to the Prime Minister in March, 1924, further development was hindered by the uncertain nature of Government action each year. The Society therefore approached the Government urging that assistance to the industry should be guaranteed by the State for a definite term of years.

The Government's decision was to provide a subsidy for the industry while at the same time reimposing the excise duty at the preferential rate applicable to imported Empire sugars.

Sugar from Beet



[Photos by courtesy, British Sugar Corporation, Ltd.]

1. Field of beet, Kelham.
2. Unloading at the factory, Bardney.
3. Centrifugals for sugar separation, Kelham.
4. Filter presses, Bardney.
5. Analytical laboratory, Ely.

The British Sugar (Subsidy) Act, passed in March, 1925, granted a subsidy on home-grown sugar for 10 years, from and including the 1924-25 season, at the rate of 19s. 6d. per cwt. of sugar produced for the first four years, 13s. per cwt. for the next three years and 6s. 6d. per cwt. for the remaining three years. Whereas 16,000 acres of sugar beet were grown in 1923, 349,000 acres were grown in 1930 by no less than

Beet Sugar Manufacture

The production of beet sugar is a highly scientific process, depending for its success on the chemical control of the material as it passes through the various stages of manufacture. Since the days of Achard, the technique of beet sugar manufacture has undergone frequent and drastic changes. The industry in this country, coming late into the field, profited by the experience of other countries and was able to start with a layout on the most modern lines, with a view to economy of labour and fuel for heat, light and power. The manufacture of beet sugar from the roots in their fresh state is the system almost universally practised, although for many years the method of drying and storing the sliced beets for subsequent manufacture with a view to spreading the work more evenly over the year has been experimented with in this country. Beet sugar manufacture in this country has been carried on from the outset by the "continuous process" system—i.e., the complete production of white sugar from the beets in one factory—and all the British factories except one were constructed with this aim in view.

The beets on delivery to the factory are unloaded into the factory silos. These are wedge-shaped troughs, at the foot of which are channels along which flows a stream of water, permitting the beets in the silo to fall or to be impelled by hand or water-gun into the channels along which they are transported into the factory by the stream of water, which at the same time partially washes them. At the entrance to the factory the beets are elevated by means of a large wheel fitted with scoops or by compressed air, into a beet washer fitted with an agitator which churns up the contents and cleans the roots. The beets are passed over a picking table. They are then carried by a screw conveyor and elevator to an automatic weighing machine which, on registering a given weight, discharges its contents into a trough, from which they are delivered into slicing machines directly below. The cutting mills consist of rotating drums containing horizontal serrated knives, which cut the beets into long wedge-shaped pieces usually called "cosettes." From the cutting mills, the cosettes are mechanically conveyed to the diffusion battery, where the juice is extracted. The process employed in the extraction of the juice is that of "dialysis" or "osmosis." When two liquids of different densities are separated by a membrane partition, not sufficiently porous to enable liquid to pass through it by the force of gravity, a process of diffusion takes place, the denser passing into the lighter and the lighter into the denser liquid. If the denser liquid contains in solution a mixture of crystallisable and uncrystallisable substances, the former will diffuse freely, the latter hardly at all. Sugar beet juice fulfils these conditions, containing in solution not only crystallisable sugar, but also many gummy and gelatinous substances, which must be separated before pure sugar can be obtained. The cell walls of the beet roots, like those of plants generally, form a diffusing medium, and it is possible by diffusion to extract the sugar solution from the beets, leaving behind in the plant cells a large proportion of the impurities. This is, broadly, the process which takes place in the diffusion battery.

Treatment of Juice

The sugar juice thus obtained is passed slowly into the next diffuser by bringing in more fresh water under pressure. From the second diffuser, the juice passes to the next, and so on, the sugar juice circulating and becoming more concentrated until equilibrium of sugar concentration in the water and in the plant cell is almost reached, when dialysis ceases. As pure water has a very strong affinity for sugar, it is usual, as far as practicable, to bring fresh water into contact with nearly exhausted cosettes and conversely to bring the freshest cosettes into contact with the richest juice. The raw juice, which becomes almost black on exposure to the atmosphere, is then drawn off for further treatment. As the cosettes become exhausted of sugar, they are discharged from the bottom of the cell and conveyed to presses which remove a proportion of the

40,400 growers. While only two factories were in existence in 1923, 18 factories were operating in 1930. The production of sugar increased from 13,000 tons in 1923 to 290,000 tons in 1929, and to 420,000 tons in 1930. The number of workers in the factories has increased from 1,159 in 1923 to 9,900 in 1930, and it is estimated that about 30,000 casual workers found employment in the sugar beet fields.

residual water, leaving what is called "wet pulp." The raw juice contains certain impurities which must be removed before the juice is evaporated and crystallised. The juice is therefore pumped through heaters, which raise it to from 80° to 90° C., and passed to the lime mixers or defecation tanks. The lime is fed into the mixers, either in the dry state or mixed with water to a creamy consistency; about 2 per cent. by weight is added to the juice, the amount varying according to the quantity and nature of the impurities present. The limed juice flows to the carbonisation tanks, where carbon-dioxide gas is pumped through it. The tanks are only about one-third filled in order to allow ample space for the frothing which occurs. The juice is now pumped through heaters and then through filter presses, generally of the plate and frame type, the frames being covered with canvas filter-cloths which retain the precipitated non-sugars and calcium carbonate, allowing the juice to emerge as a clear, straw-coloured fluid.

The filtered juice is then pumped through heaters to the second carbonatation tanks, where carbon-dioxide gas is again pumped through it. The juice is again passed through filter presses, heated and again filtered. The filtered juice contains a small trace of ammonium, sodium and potassium carbonates. A stream of sulphur dioxide is passed through the juice to convert these carbonates into sulphites which boil out much more freely, and further to clarify the juice. The juice is then filtered through fine cotton-bag filters. The thin juice, now clarified, is concentrated in evaporators, each fitted near the bottom with a calandria or steam coil. The juice in the first vessel is boiled by allowing exhaust or live steam to enter the calandria; the hot vapours from the juice then enter the calandria of the second vessel and the juice boils in this vessel, its vapours entering the third calandria, and so on to the last vessel. The vapours of the last vessel are drawn into a barometric condenser. The juice flows from one vessel to another in the evaporator, its concentration increasing until the water-content has been reduced by about 75 per cent., when it is pumped in the form of syrup through filters to vacuum pans.

Final Stages

In the vacuum pans, which are heated by steam supplied to calandrias in the bottom of the pans, the syrup is boiled under vacuum. This enables boiling to take place at a low temperature and thus prevents "caramelisation"—i.e., oxidation of sugar. The syrup is concentrated to super-saturation point, or "graining point," when crystallisation commences. The syrup is then discharged into crystallisers—horizontal cylindrical tanks, fitted internally with stirrers, which slowly rotate and gradually cool the syrup. The effect of gradually cooling such a highly concentrated syrup is to bring about a retarded crystallisation. At the correct stage the concentrate is passed into centrifugal machines for the purpose of separating the crystals from the mother liquor. The centrifugals are large but comparatively shallow, cylindrical vessels, fitted internally with baskets of finely woven brass screen attached to a vertical spindle, and are rotated at from 900 to 1,000 revolutions per minute. The mother liquor is drawn off and the hot, moist white sugar is discharged to a conveyor below, which carries it to a granulator where it is cooled, dried and screened. It is then bagged and stored ready for delivery.

Since 1930 the industry has continued to produce an average of about 400,000 tons of sugar at the eighteen factories situated in England, Scotland and Wales. The total area under sugar beet cultivation is approximately 350,000 acres. In 1936, under the Sugar Industry (Reorganisation) Act, the British Sugar Corporation, Ltd., was formed with a capital of £5,000,000. The Corporation, of which Sir Alfred Wood is secretary, controls the eighteen factories in the country and functions as the central sales office for all beet sugar produced. The annual output of the industry supported by the reserve stocks of sugar held by the Government are considered sufficient to safeguard the country against any serious shortage of this essential foodstuff in the event of war.

Proprietary Articles Trade Association

Council Meeting

THE quarterly meeting of the P.A.T.A. Council was held at the Russell Hotel, London, on October 13, the president (Mr. G. M. Garcia) in the chair. The president welcomed a new member of the Council (Mr. H. G. Middleton, Foster-McClellan Co.).

DENTIFRICE MANUFACTURERS AND THE ASSOCIATION

The executive committee reported that arrangements had been made for a meeting of manufacturers of nationally-advertised dentifrices not at present members of the P.A.T.A. The meeting would explore the possibility of including in the P.A.T.A. list all nationally-advertised dentifrices.

PRICE-MAINTENANCE WORK

The secretaries submitted a report on the price-maintenance work of the Association during the past three months. With the exception of the Metropolitan area, the position throughout the country was generally satisfactory, and price-cutting had been practically eliminated from many areas. Investigation of sources of supply to cutters in the London area had been pursued and much additional information obtained. As a result, it had been found necessary to place on the Stop List a large number of retailers and smaller wholesalers implicated in the supply of P.A.T.A. goods to cutters' agents. The report contained much detailed information of a confidential nature.

The president referred to the number of cases of large-scale thefts of P.A.T.A. goods from manufacturers' and wholesalers' warehouses. Investigation of such cases had produced valuable information regarding the underworld of the price-cutting trade. The extent of these robberies and the data they had disclosed was, he said, a tribute to the effective price-maintenance work of the Association and indicated to what lengths the price-cutting trade were prepared to go in order to obtain supplies. The report was approved and adopted.

OTHER MATTERS

The Council approved the steps taken to ensure that manufacturers and wholesale members of the Association were made fully acquainted with the provisions of Section 6 of the Trade Marks Act, 1938, which came into force on July 28.

The Section deals with alteration or mutilation of trade marks. Under the guidance of the Association's solicitors, manufacturers were being advised as to the procedure to adopt for making best use of the provisions of the Section.

The Council considered it desirable that, where practicable, arrangements should be made for holding meetings of local pharmaceutical associations or branches to expound the activities of the P.A.T.A.

The executive committee reported that their investigations into price-cutters' sources of supply had shown that, in many instances, large quantities of P.A.T.A. goods had been supplied by London and provincial retailers and wholesalers (the latter not members of the Association's wholesale section) to persons who had acted as collecting agents for the price-cutters. In view of information and evidence in their possession, the Committee recommended sending to all distributors of P.A.T.A. goods a letter of warning that, in future, retailers or wholesalers found acting as direct or indirect sources of supply to cutters would be placed on the Stop List; in addition, the Council would not hesitate to exercise the provisions in the rules for imposing fines on retailers and wholesalers implicated in such transactions.

Council Election

The members of the retail section of the Council of the Proprietary Articles Trade Association who retire this year are Messrs. N. N. Armitage, J. E. French, H. H. Marshall and J. Milner. These gentlemen are eligible for nomination and re-election. It is open to members of the retail section to nominate candidates for the four vacancies. Nominations will be received by the secretary at 43 Gordon Square, London, W.C.1, up to and including Wednesday, November 2.

Insurance Act Dispensing

ENGLAND AND WALES

Carnarvonshire.—The average cost of prescriptions given to insured persons in the county is reported to be the highest in the whole of Wales; frequency of prescriptions is also higher than in other parts of the Principality.

Middlesex.—At a meeting of the Insurance Committee on October 3 it was reported that, mistaking a letter "b" for a "c" on a prescription, a chemist dispensed a medicine appropriate for a fever instead of a stomach tonic. The prescription was for acid. hydrob. dil., tinct. nucis vom., and inf. gent. co.; the Committee's analyst reported a deficiency of 100 per cent. of acid. hydrob. dil., and stated that the sample contained 20 m of acid. hydrochlor. dil. per ½ fl. oz. The chemist attended before the Pharmaceutical Service Subcommittee and stated that he read the prescription as "acid. hydrochloric. dil.," and the analysis proved that it was dispensed correctly in quantity. He made no effort to use "acid. hydrobrom." He was still of the opinion that he had dispensed the prescription correctly, particularly having regard to the opinions of three other well-known chemists whose written statements he put before the Subcommittee. The Committee pointed out that the word "hydrobromic" on the prescription was written in abbreviated form as "hydrob.," and the question for consideration was whether the letter "b" could have been read without question as a "c." The Subcommittee were of the opinion that there was some slight justification for the chemist's interpretation. They held, however, that if the chemist had had any doubt as to the medicine to be supplied he should have consulted the doctor. The chemist was cautioned and instructed to exercise greater care in the future.

SCOTLAND

General Council of Panel Chemists (Scotland).—At a meeting of the General Council of Panel Chemists (Scotland) held at 36 York Place, Edinburgh, on October 12, Mr. F. W. M. Bennett, Arbroath, was unanimously elected *Chairman* and Mr. John Weir, Clydebank, *Vice-Chairman*. The following were appointed members of the Pharmaceutical Standing Committee (Scotland):—Messrs. G. McV. Abercromby, Edinburgh; John Anderson, Dundee; H. P. Arthur, Glasgow; F. W. M. Bennett, Arbroath; R. B. Birrell, Lochgilphead; John Boyd, Edinburgh; H. Spence Culbert Dumfries; W. Spence Culbert, Airdrie; W. F. Hay, Aberdeen; S. McConnell, Johnstone; J. B. McVittae, Glasgow; M. Meldrum, Ayr; J. B. Mitchell, Edinburgh; Peter Nisbet, Edinburgh; A. W. Ritchie, Montrose; J. R. Sutherland, Dalkeith; M. K. Watt, Aberdeen; and John Weir, Clydebank. It was reported that some doubt had arisen regarding dispensing by chemists for members of the Seamen's National Insurance Society. The Pharmaceutical Standing Committee (Scotland) had been in communication with the Society and had made certain suggestions as to having the Society brought into line with other similar organisations, but so far no reply had been received. The Seamen's Society meantime had issued to chemists a proposal that they should provide medicines, etc., prescribed by doctors for members of their Society on the basis of the N.H.I. Drug Tariff, all prescriptions to be passed by the Central Checking Bureau. The secretary pointed out that all terms of collective bargaining should be carried out by the Standing Committee according to the agreed policy of the General Council of Panel Chemists and reiterated year after year.

Chemical Manufacturers' Annual Meeting

THE twenty-second annual general meeting of the Association of British Chemical Manufacturers was held in London on Thursday, October 13, at 2.30 p.m.

The chairman (Mr. E. V. Evans) presided, and was supported by Mr. R. Duncalfe, vice-chairman, and members of the Council. In the course of his speech Mr. Evans said:—My comments will be directed to the items which are of major importance and particularly to those which indicate directions for our future activities. The increasing membership during the year is very gratifying, and we can now claim that only very few firms of importance remain outside the fold. With the passing of yet another year we have to record in our report the deaths of several former colleagues, but of one I should like to make special mention as his loss affects me personally very closely. I refer to the death early in September of Dr. Charles Carpenter, who for many years was the president of the South Metropolitan Gas Company. Dr. Carpenter was the first chairman of this Association and in its formation he played a leading part. Those who were members of the Council at that time, and our former general manager, Mr. Woolcock, have testified how Dr. Carpenter, by his wise counsel, strong personality, firm direction and sympathetic handling of delicate situations, not only steered the young Association through its early difficulties but placed it upon such a sure foundation that its progress has been continuous since that day.

Commercial Treaties

The trade negotiations with the United States which have been in progress during the last six months have caused much concern to British industry. In this case it is particularly necessary that concessions should not be one-sided in view of the already large adverse trade balance and the fact that our tariffs are but moderate compared with those of the United States. Up to the present American industry has had the great advantage of knowing the details of the requests which we have submitted and of being able to prepare and study fully its case regarding them. We have had no such opportunity. In spite of strong and insistent pressure, the most that British industry could secure was an assurance that the Board of Trade, if it felt that it required any additional information, would consult privately with the industries likely to be affected. Negotiations with Germany have now commenced, and it is hoped that an opportunity will be afforded to mitigate, to some degree at least, the unfair competition which arises from the use of such devices as subsidies, special marks and clearing arrangements. Private enterprise cannot be expected to compete unaided with what is, in essence, State trading using weapons which only a State could employ. In this connexion, and in relation to trade treaties generally, we strongly support the view of the Federation of British Industries that sufficient use is not made of the purchasing power of this country to obtain trade concessions from foreign countries, especially when negotiating treaties with countries with which we have an adverse trade balance.

Two important patent problems call for solution. The first is the question of medical patents, and here it is hoped that by the exercise of that spirit of reasonable compromise which characterises the British nation it will be possible to find, in consultation with the medical authorities, some way out of the difficulties. A sufficient amount of evidence has been collected to show that omnibus blocking patents constitute a serious handicap to the development of our industry. The

examination of the problem by our Patents Committee may reveal that there is not only a case for an amendment of the patent legislation, but also for the constitution by the Association of some central machinery which would scrutinise closely all chemical patents as soon as they appear, and take appropriate action where such is warranted.

Trade Review

It is interesting to observe how the chemical industry has fared during the last eighteen months. Chemical exports in 1937 were valued at just over £24½ millions, an advance of £3½ millions on the figure for 1936. The first six months of 1938 showed that exports were down to £11 millions, which is equivalent to a drop of £2½ millions in the year if the same rate of decrease were maintained. This would, however, still show an improvement on 1936 by the amount of nearly £1 million. Imports in 1937 were nearly £14 millions, showing an increase of £1½ millions on 1936. In the first six months of this year they also showed a decrease equivalent to a fall of some £2 millions on the year, which means that imports are now lower than they were in 1936. Taking all these figures together, it would appear that the position of the chemical trade, although having suffered some recession, is still better than it was in 1936. It is impossible to pretend that the returns are other than disappointing, but they give no cause for serious dissatisfaction when the numerous adverse influences with which we have to contend are borne in mind. Notably amongst such influences we must remember high tariffs, quotas, licensing systems, payment difficulties and those devices which are peculiar to the foreign trade of Germany and arise from the urgent need of that country to sell goods abroad in order to secure foreign exchange with which to purchase those essential commodities that they cannot produce at home. The very considerable assistance which the German chemical trade receives from its Government is in contrast to the conditions existing here. In this connexion I would refer to a suggestion contained

in the report of the recent British Chamber of Commerce Delegation to Finland. The suggestion is that international cartel arrangements prevent British firms from quoting for Finnish orders and implies that such cartels are a handicap to our export trade. It is necessary to remember that a large number of cartel arrangements were forced on British industry as its only means of self-protection in the days when there were no tariffs to protect the home market. In making such agreements the British firms concerned naturally did everything possible to secure the maximum benefits for this country, and there are certain official authorities in this country who advocate these cartels as a better means of securing stability in international trade than tariffs. At the same time it is felt in many quarters that British firms are at a disadvantage when they have to negotiate such arrangements with Continental competitors who receive such strong support from their Governments. If we are to rectify the growing adverse balance of trade, it will be necessary for British industry to be able to negotiate on a more equal footing.

In conclusion, I wish to convey to my colleagues on the Council my sincere thanks for that loyal and willing support which has been at all times given and which has made my task as chairman a comparatively easy one. Finally, I offer my thanks to the staff. Of the great amount of valuable work that they do the Council hears something, but of necessity most of it must remain behind the scenes, and it would therefore be easy to overlook the debt of thanks that we owe them.



Photo

[Elliott & Fry]

MR. E. V. EVANS, O.B.E., F.I.C.
(CHAIRMAN)

A.B.C.M. Annual Report

THE following extracts are taken from the report of the activities of the Association for the year ended May 31, 1938.

Attention has been given by the Fine Chemical Group to the Sea Fish Industry Bill in view of the importance of securing that the import of fish livers required as a raw material for the manufacture of medicinal products should be removed from any quota restrictions on the imports of fish. The Board of Trade, to which representations were made, has advised the Association that it will be possible to issue Orders exempting parts of fish, including livers, as distinct from fish as a whole, but that a final decision regarding fish livers has been deferred until the Bill becomes law. In the meantime licences for importation will continue to be granted on individual applications on their merits. The new Food and Drugs Bill, largely a consolidating measure, has been closely studied by the Fine Chemical Group and representations made which received the sympathetic consideration of the Ministry of Health.

IMPORT DUTIES ACT.—The Association has maintained its friendly relations with the Import Duties Advisory Committee. No matters of general interest have arisen during the year. The Association was successful in securing a modification of the duties on lithopone and similar pigments to meet intense low-priced Continental competition, but its efforts failed to secure an additional duty on sodium and potassium ferrocyanides in spite of what appeared to be a strong case. The case in respect of mercury chlorides has recently been advertised, while those in respect of butyl alcohol, butyl acetate and ephedrine are temporarily in abeyance. The application in respect of proprietary and miscellaneous medicines has made only slow progress as most of the year has been spent in collecting data to rebut the objections of suppliers of foreign medicinal products.

TRADE AGREEMENTS.—Reference was made last year to the fact that a new trade agreement had been made with Canada to replace the Ottawa Treaty, and that discussions with India were in progress. The latter have proved difficult and no conclusion has yet been reached. Negotiations are now in progress in regard to Australia and New Zealand, and the special requirements of the chemical industry have been brought to the notice of the Board of Trade. A new trade agreement was concluded with Eire and came into force on May 19, 1938. There are many items in it affecting the chemical industry. Under Article 8, provision is made for a review by the Eire Prices Commission of the protective duties operating against the United Kingdom in order to give United Kingdom manufacturers "full opportunity of reasonable competition, while affording to Eire industries adequate protection, having regard to the relative cost of economical production."

TRADE MARKS AND PATENTS.—In 1933, discussions took place between representatives of the Association and the Medical Research Council regarding medical patents. The medical interests were then strongly opposed to patents being taken out in this country for medicinal remedies, and wished to have the patent law amended accordingly. The Board of Trade indicated that since a proposal for the abolition of medical patents had been unfavourably commented on by the Departmental Committee which had investigated the whole patent position, it could not consider the matter unless an agreed proposal was submitted jointly by the medical authorities and the manufacturers. The 1933 discussions were carried to a stage at which an agreed suggestion was made for limiting the proposal of abolishing medical patents to the field of medical biological patents. Recent happenings in regard to patents in the medical field have made it desirable to reopen the matter, which has now been fully discussed by the Association's Patents Committee. It has been found that the situation has changed materially since 1933 owing to recent scientific developments. A memorandum has been sent to the Medical Research Council indicating the Association's difficulties in regard to medical biological patents, but offering to co-operate with the Council in the discussion of possible alternative methods of achieving the results desired by the medical authorities.

POTATO MARKETING BOARD.—The Potato Marketing Board set up under the Agricultural Marketing Acts has made application for the amendment of its 1933 Marketing Scheme. The amendments include a new section of particular interest to the chemical industry, in which the Board asks for miscellaneous powers, including authority to manufacture from potatoes

such products as starch, glucose, etc.; alcohols and synthetic organic chemicals from ethyl alcohol; and plastic and synthetic resins for use in the moulding, varnish and paint industries. Strong opposition has been raised by the industries affected to the grant of these manufacturing powers. It is felt that the Potato Marketing Board, being a statutory body, with what are practically monopolistic powers, would be able to compete unfairly with existing industry which does not possess these powers, and further that owing to the fluctuating production of potatoes with consequent intermittent operation of the factories, the scheme would be uneconomic and would not be in the best interest of the producers of potatoes themselves.

PUBLICITY.—Arising out of a misleading commentary in the Annual Report of the Medical Research Council regarding the production of chemotherapeutic agents in this country, the Council appointed a Standing Publicity Committee to consider the whole question of publicity on behalf of the chemical industry in order that the status and achievements of the industry might be made more widely known throughout the country. The report of the Committee, which received the approval of Council, contained suggestions which are now being explored as to the lines along which publicity might be conducted. Arising out of the above, consideration has been given to the question of the limitations which have been imposed on the development of the industry by foreign owned patents or other considerations.

FINE CHEMICAL INDUSTRY.—The group has kept a close watch on all matters affecting the interests of the fine chemical industry. Representations have been made in connexion with a Bill introduced in the Indian Legislative Assembly to control the import of drugs and medicines into British India; the main objection to the Bill was that it contained no provisions to require local manufacturers to comply with the proposed high standards, which in principle the British industry favours. Without some such control, the proposed legislation was not considered likely to be effective. This view has been endorsed by the Select Committee appointed by the Indian Government to examine the Bill, and this Committee has reported that it would be useless to proceed with the matter without an assurance that there would be parallel provincial legislation. The group has also given attention to the misleading statements in the Annual Report of the Medical Research Council regarding the production of chemotherapeutic agents in this country and has taken appropriate action to counter the misunderstandings likely to arise. The Crown Agents for the Colonies approached the Association for help in ascertaining British sources of supply for medicinal products ordered under foreign trade names. As the group is a large one (over 60 members) and covers the whole field of fine chemicals, it was felt that as many of the problems related solely to medicinal chemicals, it would be desirable to form a sub-group to deal with them.

Elections

The following officers were elected for the ensuing year:—*President*: Dr. F. H. Carr, C.B.E., F.I.C. *Vice-Presidents*: Dr. E. F. Armstrong, F.R.S., Sir Christopher Clayton, C.B.E., Ph.D., F.I.C., Mr. C. A. Hill, B.Sc., F.I.C., Sir David Milne-Watson, Bart., D.L., LL.D., Mr. R. G. Perry, C.B.E., Mr. E. Wallace. *Council Chairman*: Mr. E. V. Evans, O.B.E., F.I.C. *Vice-Chairman*: Mr. R. Duncalf. *Hon. Treasurer*: Mr. C. F. Merriam. *Members*: Mr. F. W. Bain, M.C., Mr. H. Ballantyne, F.I.C., Mr. G. E. Howard, Dr. P. C. C. Isherwood, O.B.E., F.I.C., Major T. Knowles, Mr. W. F. Lutvans, Mr. L. P. O'Brien, Mr. Donald J. W. Orr, Mr. A. E. Peak, Captain D. S. Peploe, Mr. F. M. Roberts, Mr. Kenneth H. Wilson, Mr. W. J. U. Woolcock, C.M.G., C.B.E.

Annual Dinner

The dinner of the A.B.C.M. was held in the evening, following the annual meeting, at the Grosvenor Hotel, London, W.1, and was supported by a large and representative gathering of the industry. The chairman, Mr. E. V. Evans, presided. Among the list of distinguished guests were:—Right Hon. Oliver Stanley, M.C., M.P., President of the Board of Trade, Sir Percy Ashley, Sir James Calder, Sir Christopher Clayton, Sir Robert Robertson, Sir Sydney Chapman and Sir Gilbert Morgan. The dinner was of the usual informal character. The speeches, which were not reported, dealt with many important aspects of the industry.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, October 20

TRADE has been chiefly of a routine character this week, with the volume fairly satisfactory. The tone of the markets, with very few isolated exceptions, is very steady, with a number of articles distinctly firm. Sterling has improved a point or two but is still at a comparatively low level, the effect of which is shown in many shipment markets. Business in PHARMACEUTICAL CHEMICALS is reported to be up to average, with the seasonal products moving well. Following on a substantial demand for QUININE SALTS, chiefly SULPHATE, prices have been advanced on the basis of 1d. per oz. for the chief salt. This movement, it is stated, is due to the weakness of sterling on the Dutch florin.

Crude Drugs

A rather quieter tone is reported, but business as a whole continues fairly good but mostly for minor quantities. Prices throughout this market for spot goods are very steady. All goods coming from the Far East, and particularly from Hong Kong, are firm, with a number of advances recorded. The shipment market for all goods from Hong Kong is nominal, and reports from that quarter take a pessimistic view on the possibility of further shipments, partly, they state, because there are no stocks left, but this should be accepted with some reserve. Steady business on spot in AGAR, with Yokohama description dearer. CURAÇAO ALOES continue very firm on spot; substantial shipment business at high figures is reported, the goods being bought for the London market. More call for COLOCYNTH on spot; plenty of supplies available. A modest spot business in ERGOT and the market is steadier as now quoted. New crop Sudan GUM ACACIA is now being quoted. Business in HONEY has been quieter, but spot values are about steady. HYDRASTIS has been quiet. Fair demand, mostly for spot and near afloat, for MENTHOL, with prices about level on the week. Rather more business on spot in SENEGA, with prices dearer at the moment. Madras finger TURMERIC is again quoted dearer; very few shipment offers, and spot supplies available seem short.

Essential Oils

A moderate volume of business continues in these products, with spot values steady and supplies of a number of oils distinctly short on spot. The tone in ANISE (STAR) continues firm at a further advance and prices seem likely to continue upwards; no shipment offers from Hong Kong. BOIS DE ROSE is fully steady as quoted on spot. CASSIA, after some months of depression, has met with more inquiry and prices show some recovery, and the movement may continue. Ceylon CITRONELLA is sharply dearer for shipment and higher figures are quoted on spot. Fair business in GERANIUM oil continues. There is an acute scarcity of good quality HO (SHIU) oil on spot; quotations are again dearer, with no shipment offers from the source. Shipment quotations for Sicilian hand-pressed LEMON continue at high figures, due, possibly, to the proximity of offers of new crop; buyers are not attracted by the position. The spot market is practically bare of bulk supplies and there is no Californian available here. French Guinea ORANGE remains dull and at cheap prices. Japanese PEPPERMINT continues in steady call on spot and the shipment market is well maintained.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	October 13	October 20
Amsterdam ...	Fls. to £	12.107	8.85	8.76
Berlin ...	Mks. to £	20.43	11.65	11.90
Brussels ...	Belgas to £	nominal	28.07	28.20
Copenhagen ...	Kr. to £	18.159	22.40	22.40
Lisbon ...	Esc. to £	110	110½	110
Madrid ...	Ptas. to £	25.24½	nominal	nominal
Milan ...	Lire to £	92.46	90½	90½
Montreal ...	Dols. to £	4.86½	4.79	4.82
New York ...	Dols. to £	nominal	4.75	4.77½
Oslo ...	Kr. to £	18.159	19.90	19.90
Paris ...	Fr. to £	124.21	178½	178½
Prague ...	Kr. to £	164.25	138	138½
Stockholm ...	Kr. to £	18.150	19.40	19.40
Warsaw ...	Zloty to £	43.38	25½	25½
Zurich ...	Frs. to £	25.2115	20.95	20.98

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

QUITE a fair volume of business in these products continues to be transacted. Prices for quinine salts have been advanced, due to decline in sterling exchange value.

ACETANILIDE.—Quoted unchanged: B.P. crystals and powder, 1s. 7d. to 1s. 10½d. per lb., as to quantity.

AMIDOPYRINE.—Quieter demand: crystals, two cwt., 9s. 4d.; one cwt., 9s. 8d.; less than one cwt., 10s. per lb., with powder, 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—One cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10d., in 8-oz. tins, and 2s. 1d. per lb. in 4-oz. tins.

ASPIRIN.—Makers' and dealers' prices are steady: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 3s.; 14 lb., 3s. 1½d.; 7 lb., 3s. 2½d.; 4 lb., 3s. 4½d.; 1 lb., 3s. 7d. per lb. Bulk packing free, net, carriage paid. Contracts over twelve months, minimum one ton; over six months, less than one ton.

BARBITONE.—Business moderate: two cwt., 8s. 11d.; 56 lb., 9s. 2d.; less than 56 lb., 9s. 5d. per lb., ex store.

BENZOIC ACID (B.P.).—Makers' prices continue steady: five cwt., 1s. 7½d.; one cwt., 1s. 8d.; smaller parcels, from 1s. 9d. up to 2s. 2d. per lb., as to quantity.

BORAX (B.P.).—Makers' prices steady: granulated, £24; crystals, £25; powdered, £25 10s.; extra fine powder, £26 per ton, in one-cwt. bags, carriage paid buyers' works for minimum 1-ton lots. Extra for smaller quantities. Commercial quality, £8 per ton less for all descriptions.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb. net. Resale clause applies. 28-lb. parcels and one-cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

CITRIC ACID (B.P. CRYSTALS).—Market is steady: British material quoted at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Fair business: British material, 99 to 100 per cent., 92s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

EPHEDRINE.—Continues in good inquiry: British makers' quotations for Hydrochloride, B.P., in minimum 1,000-oz. lots at 6s. per oz.; smaller parcels, up to 7s. per oz. Pure alkaloid is quoted from about 7s. 9d. to 8s. 6d. per oz., as to quantity.

GALLIC ACID.—Business slow: one cwt., 3s.; 56 lb., 3s. 1d.; smaller parcels, up to 3s. 6d. per lb.

GLYCERIN (B.P.).—Makers' scales of prices for all quantities continue steady. The scales are as follows:—

PRICE PER CWT.

Contracts or Spot Lots of	Under 1 cwt.	1 cwt. and under 2½ cwt.	2½ cwt. and under 5 cwt.	5 cwt. and under 10 cwt.	10 cwt. and under 20 cwt.
Minimum deliveries off contract of	—	1 cwt.	1 cwt.	1 cwt.	2 cwt.
Tins, 14 lb. each ...	97/6	93/-	92/-	89/-	88/-
Tins, 28 lb. ...	94/6	90/6	89/6	86/6	85/6
Tins, 56 lb. ...	91/6	88/-	87/-	84/-	83/-
Drums, 1 cwt. (charged 20/-)	—	83/6	82/6	79/6	78/6
Drums, 2½ cwt. (" 60/-)	—	—	80/6	77/6	76/6
Drums, 5 cwt. (" 75/-)	—	—	—	77/-	76/-
Drums, 10 cwt. (" 100/-)	—	—	—	—	75/6
Extra per cwt. for smaller deliveries ex contract than as above specified	5 cwt. and under 10 cwt. ...	2 cwt. and under 5 cwt. ...	1 cwt. and under 2 cwt. ...	Under 1 cwt. ...	—
	—	—	—	1/-	1/6

Refined Pale Straw Industrial Glycerin, 1' 260 S.G. 5/- per cwt. less than chemically pure.

GUAIACOL CARBONATE.—Occasional limited business: 8s. 10d. per lb., bulk quantities at slightly cheaper prices.

GUAIACOL (CRYSTALS).—Continues steady on a quiet market: 9s. 10d. per lb. in 14-lb. jars; 9s. 10½d. in 7-lb. bottles; 10s. 3½d. per lb. in 1-lb. bottles.

HEXAMINE.—Makers' prices for bulk quantities keen: B.P. powder, about 1s. 1½d.; free-running crystals, from 1s. 3d. to 1s. 6d. per lb., carriage paid, for bulk lots. Dealers quote: free-running crystals, 1s. 4d. for quantities of one cwt. and over; 1s. 8d. for 14-lb. lots, and up to 2s. for smaller parcels, carriage paid.

IODIDES.—Makers' prices for salts steady. **POTASSIUM, B.P.**—Not less than 1 cwt., 5s. 3d.; not less than 28 lb., 5s. 6d.; not less than 14 lb., 5s. 9d.; not less than 7 lb., 6s. 3d.; not less than 4 lb., 6s. 9d.; smaller quantities, 7s. 3d. per lb. **SODIUM, B.P.**—Not less than 7 lb., 7s. 4d.; not less than 4 lb., 8s.; smaller quantities, 8s. 10d. per lb. **IODINE, B.P., RESUBLIMED.**—Not less than 1 cwt., 5s. 9d.; not less than 28 lb., 6s.; not less than 14 lb., 6s. 3d.; not less than 7 lb., 6s. 9d.; not less than 4 lb., 7s. 5d.; smaller quantities, 8s. 2d. per lb. **ODOFORM, B.P., CRYST., PRECIP. OR POWDER.**—Not less than 28 lb., 8s. 3d.; not less than 14 lb., 8s. 7d.; not less than 7 lb., 9s. 3d.; not less than 4 lb., 10s. 1d.; smaller quantities, 10s. 11d. per lb. Contracts for 1 cwt. and upwards (assorted if required), with fall clause, for delivery as required during four months. 28-lb. tins and 1-cwt. cases free. All bottles are charged, but will be credited in full if returned, carriage paid, in good condition within three months. Carriage paid on any quantity. It is a condition of sale that buyers undertake not to resell any quantity of the above products at prices below the scale for any such quantity current at the time the sale is made.

LACTIC ACID (B.P.).—Fair inquiry, market steady: quantities, in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. up to 2s. per lb., as to quantity.

MERCURIALS.—Makers' prices are steady: terms, net, without engagement. Special prices for larger quantities and contracts. Bulk prices of assorted salts.

	Less than 28 lb.	Not less than 28 lb.	Not less than 112 lb.
Ammoniated Lump B.P. (White Precip.) ...	s. d.	s. d.	s. d.
Powder B.P. ...	5 10	5 6	5 5
Bichloride Lump B.P. (Corros. Sub.) ...	6 0	5 8	5 7
Powder B.P. ...	5 1	4 9	4 8
Chloride B.P. Calomel ...	4 9	4 5	4 4
Red Oxide Cryst. B.P.C. (Red Precip.) ...	5 10	5 6	5 5
Levig. B.P.C. ...	6 11	6 7	6 6
Yellow Oxide B.P. ...	6 5	6 1	6 0
Persulphate White ...	6 3	5 11	5 10
Sulphide Black (Hyd. Sulph. cum. Sulph. 50%) ...	6 0	5 8	5 7
	5 11	5 7	5 6

METHYL SALICYLATE.—Limited demand, quoted unchanged: spot, ten cwt., 1s. 1½d.; five cwt., 1s. 2d.; one cwt., 1s. 2½d.; less than one cwt., 1s. 3d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices competitive: two cwt., 19s. 3½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, up to 20s. 8d. per lb.

PHENACETIN.—Spot demand is average: crystals or powder, bulk quantities, from 2s. 6d.; smaller parcels, 2s. 7d. up to 3s. per lb., as to quantity.

PHENAZONE.—Dealers' spot prices are keen: crystals, five cwt., 6s. 9½d.; two cwt., 7s.; one cwt., 7s. 3d.; and less, up to 7s. 6d. per lb., with powder 2½d. per lb. extra.

PHOTOGRAPHIC CHEMICALS.—Home makers' prices are as follows: **AMIDOL.**—28 lb., 8s.; 14 lb., 8s. 9d.; 7 lb., 9s. 6d., in free 7-lb. tins; under 7 lb., 12s. per lb., in free 1-lb. bottles. **CHLOROQUINOL.**—1-lb. bottles, 21s. per lb. **GLYCIN.**—7 lb., 10s. 6d.; 1-lb. bottles, 13s. 6d. per lb. **HYDROQUINONE.**—56 lb., 4s. 10½d.; 28 lb., 5s.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; in 1-lb. bottles, 6s. 6d. per lb. **METOL.**—28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 6s., tins free; 3 lb., 12s., bottles free; 1-lb. bottles, 12s. 6d. per lb., bottles free. **ALUM (PHOTOGRAPHIC QUALITY).**—1 cwt., 21s. per cwt.; 28 lb. for 6s. **GOLD CHLORIDE.**—15-grain tubes, 45s. per doz. **MAGNESIUM POWDER.**—10s. per lb. **PARAMIDOPHENOL HYDROCHLOR.**—8s. 6d. per lb., bottles free. **POTASSIUM FERRICYANIDE.**—14 lb., 2s. 2d.; 7 lb., 2s. 4d.; 1 lb., 2s. 6d. per lb. **POTASSIUM METABISULPHATE.**—One cwt., 8d.; 28 lb., 9d.; 14 lb., 10d.; 7 lb., 1s. per lb. **PYROGALLIC ACID, CRYST.**—28 lb., 7s. 3d.; 14 lb., 8s.; 7 lb., 8s. 9d.; under 7 lb., 9s. 3d. per lb. **SODIUM (CARBONATE RECRYST.).**—5 cwt., 12s. 6d. per cwt.; 1 cwt., 15s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM HYPOSULPHITE, CUBES, CRYST.**—5 cwt., 17s.; 1 cwt., 19s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM SULPHITE (PURE).**—7 lb., 1s. 9d.; 1 lb., 2s. per lb., bottles and jars free. **SODIUM SULPHIDE, RECRYST.**—One cwt., 21s. 6d. per cwt.; 56 lb. for 13s. 6d.; 28 lb. for 7s.

POTASSIUM PERMANGANATE (B.P.).—British makers' scale of prices for home trade is as follows:—Not less than one cwt., 10½d.; not less than three cwt., 10d., in drums; not less than five cwt., 9½d. in 1-cwt. drums and 9½d. in 5-cwt. drums, net, delivered buyer's station, drums free. Technical or commercial quality, one cwt., 96s.; three cwt., 91s. 6d.; five cwt., 89s.; one ton, 86s. 6d. per cwt., in 1-cwt. drums.

QUININE SALTS.—Prices have been advanced on the basis of one penny per oz. on sulphate. The increase is stated to be due to

weakness of sterling against the Dutch currency: sulphate, 2s. 3d.; bisulphate, 2s. 3d.; ethyl carbonate, 2s. 11d.; salicylate, 2s. 11½d.; hydrochloride, 2s. 10d.; dihydrochloride, 3s. 1½d.; hydrobromide, 2s. 10d.; dihydrobromide, 3s. 1½d.; valerianate, 3s. 9½d.; phosphate, 3s. 5½d.; hydrophosphate, 4s. 1½d., alkaloid, 3s. 1½d. per oz., 100-oz. tins free, carriage paid on bulk quantities.

SALICYLIC ACID (B.P.).—Makers' scales of prices steady, fair amount of business: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 10d.; 14 lb., 1s. 11½d.; 7 lb., 2s. 0½d.; 4 lb., 2s. 2½d. per lb.

SALOL.—Continues unsteady: 2s. 2d. to 2s. 4½d. per lb., as to quantity.

SODIUM BENZOATE (B.P.).—Steady and in average demand: five cwt., 1s. 3½d.; one cwt., 1s. 4d.; smaller parcels, from 1s. 5d. up to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Controlled prices unchanged, moderate business: spot, one cwt., 11s.; 28 lb., 11s. 3d.; 14 lb., 11s. 6d.; 7 lb., 11s. 9d.; smaller parcels, up to 12s. 3d. per lb.

SODIUM SALICYLATE (B.P.).—Rather more inquiry reported: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10½d.; 7 lb., 1s. 11½d.; 1 lb., 2s. 4d. per lb.

SULPHONAL.—Dealers' quotations are irregular: crystals or powder, two cwt., 15s. 5½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7½d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Continues steady: British makers quote at 1s. 1½d. per lb., less 5 per cent. discount, dealers offering foreign materials at competitive prices.

THEOBROMINE.—Prices for Continental, pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb., sodium salicylate, two cwt., 6s. 3½d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5½d.; smaller quantities, 6s. 6½d. per lb. delivered, 5-lb. tins free; smaller packages extra.

THYMOL.—Synthetic, fine white, one cwt., 6s.; 56 lb., 6s. 4d.; 28 lb., 6s. 9d.; less than 28 lb., 7s. 6d. per lb., tins extra, ex ajowan seed, one cwt., 8s. 5d.; 56 lb., 8s. 10½d.; 28 lb., 9s. 5d.; 14 lb., 10s. 6d. per lb.

VANILLIN.—Convention prices for home trade are unchanged: ex clove oil or guaiacol, five cwt., 11s.; one cwt., 11s. 1½d.; 56 lb., 11s. 3d.; smaller quantities, 11s. 6d. per lb.

Crude Drugs, etc.

AGAR.—A steady spot trade for home and re-export account with values well maintained: spot, Kobe, No. 1, 3s. 3d.; No. 2, 3s. Yokohama, No. 1, firm at 3s. per lb.; shipment, October-November, Kobe, No. 1, 2s. 9½d. to 2s. 10½d. per lb., c.i.f. New crop, January-February shipment, Kobe, No. 1, 2s. 9½d.; Kobe, No. 2, 2s. 7d. per lb., c.i.f.

ALOES.—There has been a certain amount of activity in the shipment market for Curaçao and it is reported that a few hundred cases have been booked for London from 152s. 6d. to about 155s. per cwt., c.i.f., with no more offering. When these arrive here they should relieve the acute shortage of supplies, but it seems likely that prices will have to continue at high levels. Cape, spot, 57s. 6d. to 60s.; shipment, steady at 55s. per cwt., c.i.f. Curaçao, spot, from 170s. to 177s. 6d., as to quality; shipments, nominal. Aden, 57s. 6d. per cwt., ex store.

ANTIMONY.—Chinese crude is quoted dearer: Chinese, crude, spot, £38; shipment, October-November, £32, c.i.f. English regulus, £71 per ton, ex store.

BALSAMS.—A quiet and rather easier market; *Tolu*, 1s. 9d., shipment, 1s. 8d.; *Canada*, 2s. 10d.; *Copaiba*, 1s. 8d.; *Peru*, 4s. 1½d. per lb., spot.

BENZOLIN.—Rather quieter, quoted unchanged: Sumatra market firm: Siam medium almonds, £26 10s.; bean and pea, £21 per cwt. Sumatra, 75s. to 95s. per cwt., as to quality, ex store.

BUCHU.—Not much business of importance: spot, rounds, 1s. 5d. to 1s. 7d., as to quality and quantity, in bales. Ovals, 1s. 3d. to 1s. 4d. per lb., ex store.

CAMPHOR.—Rather more inquiry this week, prices steady: Japanese monopoly BB brand, £7 10s. per 100 lb.; Japanese, natural, spot, tablets, 2s. 6d.; powder, 2s. 3d.; slabs, 2s. 2½d. per lb., ex store; shipment: tablets, 2s. 2d.; powder, 1s. 11d.; slabs, 1s. 10½d. per lb., c.i.f.; English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz. and 1 oz., 3s. 6d.

CANTHARIDES.—Market remains dull: Russian, 4s. 3d. to 4s. 6d.; Chinese, spot, 2s. to 2s. 2d. per lb., as to quantity; shipment, 1s. 9d. per lb., c.i.f.

CARDAMOMS.—Hardly any inquiry at the moment: Aleppy greens, f.a.q., season, 1s. 9d.; f.a.q., 1s. 11d., c.i.f. Spot quotations range from 2s. 3d. to 2s. 6d. per lb., as to holder.

CASCARA SAGRADA.—Fair amount of smallish demands on spot with prices keeping quite steady: 1938 bark firm at 47s. per cwt., c.i.f.; spot, 1938 bark, 52s. 6d.; 1937 bark, 57s. 6d., and 1936 bark, up to 65s. per cwt., ex store, duty paid.

CHAMOMILES.—Spot holders are quoting Belgian new crop first quality flowers at 155s. per cwt., ex store.

CLOVES.—Business remains quiet with quotations unchanged: Zanzibar, spot, 8½d.; shipment, November-December, 8½d. per lb., c.i.f. Madagascar, in bond, 7½d.; shipment, November-December, 6½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended October 15 were nil, and the deliveries 47, leaving a stock of 768. From January 1 to date the landings of Zanzibar have been 2,317, and the deliveries 2,945. Landings of Madagascar for the week ended October 15 were 100, and the deliveries 165, leaving a stock of 1,231. From January 1 to date the landings of Madagascar have been 1,565 and the deliveries 2,432 packages.

COCOA BUTTER.—Fair business, market steady: prime English, 9d. to 10d. per lb.; foreign, 8d. to 9d. per lb., as to quantity and quality.

COCONUT (DESICCATED).—Rather quiet with quoted values unchanged: spot, fine, 16s. 3d.; medium, 16s. 6d. per cwt.; shipment, halves, November-December, 15s. 3d.; January-March, 15s. 9d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports shipment business continues rather slow, but the market is quoted unchanged: finest Lofoten steam-refined non-freezing medicinal oil, 90s. per barrel, c.i.f. London. Small lots, on spot, about 132s. 6d. per barrel, ex store, duty paid. British finest medicinal oil, 115s. per 25-gallon drum, delivered U.K., with rebates for 25 or more drums.

COLCHICUM.—Market is dull, but fully steady: spot root quoted at 47s. 6d. to 48s. 6d. per cwt., as to quantity.

COLOCYNTH PULP.—Rather more inquiry on spot this week: bulk quantities, spot, from 1s. to 1s. 3d. per lb., as to quality and quantity.

ERGOT.—Fair amount of routine trade on spot, mostly in Polish: Portuguese, spot, 4s. 6d. to 4s. 7½d., as to seller; shipment, about 4s. 3d., c.i.f. Polish, spot, 3s. 9d. to 3s. 10½d. per lb.; shipment, nominal. No Russian or Spanish available.

GENTIAN.—Only occasional spot inquiry. French root, 33s. to 34s.; shipment, new crop, 28s. per cwt., c.i.f. Continental, 32s. 6d. per cwt., ex store, in fair quantities.

GINGER.—Steady on a quiet market: West African, spot, 25s.; shipment, 21s. 6d. per cwt., c.i.f. Jamaican, spot, bold, in barrels, 65s. to 75s.; small grinding, in bags, 42s. 6d. to 45s. per cwt., c.i.f.

GUM ACACIA.—Market remains rather quiet: Kordofan, cleaned sorts, spot, 40s.; shipment, new crop, October-November and November-December, 34s. 6d. per cwt., c.i.f.

HENNA.—Market continues poorly supplied, values steady: Egyptian, brown, 32s. 6d. to 34s.; green, if available, about 40s. per cwt., c.i.f.

HONEY.—Inquiry has slackened somewhat, with quotations for all descriptions about unchanged: Jamaican, dark manufacturing, 30s. up to 40s. for pale set. Canadian, new crop, steady at 45s. 6d. to 48s., as to quality. Californian, white clover, 47s. 6d. per cwt., duty paid. Small lots of all descriptions at higher prices.

HYDRASTIS.—Market is steady, business of small account: U.S.P., spot, 13s. 3d. to 13s. 4½d.; shipment, 13s. per lb., c.i.f. Root testing, 3.4 alkaloids, 14s. 3d. per lb., ex store.

IPECACUANHA.—Although business is rather quiet the market is fully steady: Matto Grosso, B.P., spot, 7s. 3d. to 7s. 4½d.; shipment, 6s. 10½d. per lb., c.i.f.

MENTHOL.—The Japanese product is fully steady with the demand rather less active but still of some consequence: K/S brands, spot, 13s. 10½d. to 14s.; afloat, 11s. 9d., c.i.f. Japanese shippers quote October-November, 11s. 6d., and November-December, 11s. 4½d. per lb., c.i.f. Chinese, spot, 13s. 6d. French available at competitive prices.

MERCURY.—First hands report their quotation is unchanged at £14 10s. per bottle, ex store, with London stocks available.

OPIMUM.—Quite a good business continues at full prices; no Turkish available in London: Bulgarian, original cases of 170 lb., 12½ per cent., 1s. 2d.; Iranian, 12 per cent., 1s. 1d. per unit, landed and duty paid.

ORANGE PEEL.—Some spot supplies of thin cut are quoted at about 1s. 1d. and quarters at about 9d. per lb., ex store.

PEPPER.—The market is fully steady as quoted, with rather more business reported: Lampong, in bond, 2½d.; shipment, October-December, 2½d.; January-March, 2½d., c.i.f. Tellicherry, spot, 4d.; shipment, October-December, 34s., c.i.f. Aleppy, spot, 4d.; shipment, October-December, 34s., c.i.f. White Muntok, in bond, 3½d.; shipment, October-December, 3½d.; January-March, 3½d., c.i.f. London Terminal Market: Black, October, 2½d.; December, 2½d.; March, 2½d. White, October, 3½d.; December, 3½d.; March, 3½d. per lb.

PIMENTO.—Rather quiet, steadier: spot, 8d. per lb.; shipment, November-December, 61s. per cwt., c.i.f.

RHUBARB.—There are no shipment offers; spot stocks are limited and firmly held, fair inquiry: spot, rough round at present offered at 2s. to 2s. 2d. per lb.; Shensi, from 4s. 9d. to 5s. per lb., ex store.

RUBBER.—Moderate business this week, with values at a fractional advance: smoked ribbed sheet, spot, 8½d.; November, 8½d.; December, 8½d.; January-March, 8½d.; April-June, 8½d.

SAFFRON.—Small stocks of finest Valencia are firmly held for 90s. to 92s. per lb. Lower grades at cheaper prices in bulk quantity.

SEEDS.—ANISE.—Russian is the only description now offering on spot at 40s., duty paid. **CANARY.**—All prices quoted are spot, duty paid: Mazagan, 17s.; Morocco, 16s. 6d.; Turkish, 15s. 9d.; Plate, 15s. 6d.; Spanish, 20s. to 35s. **CARAWAY.**—Dutch is quoted at 32s. 6d., spot, duty paid, and 28s., f.o.b. Holland. **CORIANDER.**—Morocco on spot is 16s., duty paid, and 14s. 6d., in bond. For shipment, 13s., c.i.f., is quoted. **CUMIN.**—Spot, Malta, 49s.; Cyprus, 37s. 6d., both duty free; Morocco, 47s. 6d., duty paid. **FENUGREEK.**—Spot, Morocco, 13s. 6d., duty paid; Indian, 14s. 6d. **FENNEL.**—Spot, Indian, 22s. 6d. to 27s. 6d.; Iran, 22s. 6d., in bond. **MUSTARD.**—English, 19s. to 31s., according to quality.

SENEGA.—Rather more business on spot, with prices moving up and down. At the moment the market is rather firm: spot, 2s. 1d. reported paid and 2s. 2d. now wanted; shipment, 2s. 0½d. per lb., c.i.f.

SENNA.—The spot market remains rather subdued, with quotations for all descriptions unchanged and steady. New Crop Tinnevely leaves offered at: No. 1, 6d.; No. 2, 4d.; No. 3, 2½d.; No. 4, 2½d. per lb., and these prices would be shaded for old crop leaves. Tinnevely pods: Best pale green hand-picked, 5d. to 6d., with dark qualities from 3½d. to 4d. Alexandrian hand-picked pods: small supplies only of the better grades. No selected pods. No. 1, 4s.; No. 2, 2s. 9d.; No. 3, 2s. per lb., with old crop pods quoted from 1s. to 1s. 9d. per lb.

SHELLAC.—Slightly easier on the week, business quieter: spot, standard TN orange, 38s. 6d. to 41s. 6d.; fine orange, 55s. to 80s.; pure button, 50s. to 52s. 6d. per cwt. For delivery, TN, October, 38s. 6d.; December, 39s.; March, 40s. 6d. For arrival, TN, November-December, 37s. per cwt., c.i.f. Closing steadier.

TRAGACANTH.—A limited inquiry continues to be received, with quotations for all grades unchanged: finest selected white ribbon, £65; No. 1, white, £57 10s. to £60; No. 2, white, £50 to £54; No. 3, white, £35 to £42 10s.; amber leaf, £22; cleaned amber sorts, £16; brown to amber leaf, £11 10s.; red leaf, £9 to £10; hoggy, £6 to £7 per cwt., ex store.

TURMERIC.—Market is again dearer, with a few shipment offers at 29s. per cwt., c.i.f. for Madras finger. Any supplies on spot would be about 31s. 6d. per cwt., but it is difficult to find a seller.

VALERIAN ROOT.—Dealers' prices for spot root are in the region of 35s. per cwt., as to quantity.

WAXES.—BEES'.—The spot market continues to be quoted on the basis of 102s. 6d. for medium grades, ex store. Shipment quotations are rather dearer: Benguella, 87s. 6d., c.i.f.; Dar-es-Salaam, 97s. 6d., c.i.f., and Conakry, 87s. per cwt., c.i.f. **CARNAUBA.**—Market has been quiet and shipment prices are rather easier: fatty grey, spot, 152s. 6d.; afloat, 147s. 6d.; shipment, October-November, 140s., c.i.f. Chalky grey, spot, 145s.; afloat, 145s.; shipment, October-November, 137s. 6d., c.i.f. Primeira, spot, good quality, 192s. 6d.; f.a.q., 182s. 6d.; shipment, October-November, 182s. 6d. Mediana, spot, 177s. 6d.; shipment, 172s. 6d. per cwt., c.i.f.

Essential and Expressed Oils, etc.

A STEADY business in a number of products with prices keeping up. Chinese oils are all firm. Ceylon citronella is dearer. Sicilian lemon is firm. Japanese peppermint is fully steady.

ANISE (STAR).—Conditions in this market are very firm. There has been an active spot demand with holders of spot stocks reserved and quoting at advancing prices. There are no shipment offers from the source, but some oil, in drums, afloat, might be obtained at about 3s. 2½d., c.i.f. Spot, leads, nominal; tins, 3s. 5d.; drums, 3s. 3d. per lb., ex store. It is possible spot values will be still dearer over the week-end. Some of the oil on spot cost the importers as much as 3s. 10½d. c.i.f.

BERGAMOT.—The spot market is quiet, but the limited supplies of genuine oil are steady at 15s. to 15s. 3d. per lb., ex store. Consortium shipment price continues at about 14s. 4½d. per lb., c.i.f. No news as to new crop oil.

BOIS DE ROSE.—Fully steady and in limited supply on spot, with drums of Brazilian oil on spot at 5s. 9d. and small lots, re-packed, up to 6s. 3d. per lb.

CAJUPUT.—Quoted unchanged, demand negligible: B.P., 1s. 11d. to 2s. 4d. per lb., as to quantity; shipment quotations are reported steadier.

CANANGA.—Remains quiet and unsteady on spot: spot, 4s. 6d. to 4s. 9d., according to quantity and packing; shipment, 4s. 1d. per lb., c.i.f.

CARAWAY.—Quiet, market steady: Dutch rectified, 7s. 3d. to 7s. 9d.; crude, 6s. 9d. to 7s. 3d. per lb., as to quantity, landed and duty paid. Some Russian oil being offered to come forward.

CASSIA.—Market is much firmer and quoted dearer. No shipment offers: good quality oil, about 3s. 1½d., in leads; off-quality, at cheaper prices.

CITRONELLA.—The Ceylon oil is reported to be firmer with little oil available at the source. Java product remains quiet: Ceylon, spot, drums, from 1s. 7d.; smaller parcels, up to 1s. 11d.; shipment, drums from 1s. 5½d. per lb., c.i.f. Java, spot, drums, 1s. 9½d. to 1s. 10d.; smaller parcels, up to 2s. 3d.; shipment, drums, around 1s. 4½d. per lb., c.i.f.

Commercial Notes

CLOVE.—Usual spot business in limited quantities; rather cheap for shipment in bulk quantities: Madagascar, spot, drums, 2s. 9d.; smaller parcels, from 3s. to 3s. 4d. English distilled, 4s. 10d. to 5s.

EUCALYPTUS.—Not particularly much business moving, quotations unchanged: Australian, 70 to 75 per cent., tins, 1s. 3d. to 1s. 3½d.; drums, 1s. 2½d. to 1s. 2¾d.; 80 to 85 per cent., drums, 1s. 6d. per lb., ex store, with higher prices for small lots; shipment, 70 to 75 per cent., tins, 1s. 2d.; drums, 1s. 1½d.; 80 to 85 per cent., 1s. 4½d. per lb., c.i.f.

GERANIUM.—Business continues fairly satisfactory: Bourbon, spot, 10s. 6d. to 11s.; shipment, about 10s., c.i.f. Algerian, spot, 12s. to 12s. 6d.; shipment, about 11s. 3d. per lb., c.i.f.

HO (SHIU).—As in other products from the same source the spot market is very firm and dearer. More inquiry; no shipment offers and spot supplies appear to be very small; spot, "improved" quality, 4s. 4½d. to 4s. 6d.; "extra," 4s. 10½d. to 5s. per lb., ex store, if available.

LAVENDER.—Prices for new crop oil continue steady. Quotations for good quality 38 to 40 per cent. oil range from 220 to 245 francs per kilo. Lavandin new crop is steady at 100 to 105 francs per kilo.

LEMON.—Quotations received from the source this week have ranged from 11s. 7d. up to 11s. 10d. per lb., c.i.f., for good brands of Sicilian hand-pressed oil. No definite offers of new crop, but one shipper suggests about 12s., c.i.f., January shipment. The quantity of good oil on spot appears to be negligible, and the value is nominal at 12s. per lb., ex store. Californian distilled continues nominal at 1 dollar 54 cents per lb., ex store; there are still no supplies available on this market.

LEMONGRASS.—Remains dull and nominally unchanged: spot, 1s. 7½d. to 2s., as to quantity and packing; shipment, 1s. 4½d. per lb., c.i.f.

LIME.—Competition continues to be the feature of this market, with prices a matter of negotiation: nominal at 19s. to 20s. per lb. for West Indian distilled. Oil from other sources quoted at about 16s. to 17s. per lb., ex store.

MANDARIN.—A fair amount of bulk shipment orders for new crop are reported to have been placed at about 16s. 6d. per lb., c.i.f.

NEROLI.—Market remains quiet: small spot lots quoted from 24s. 6d. to 27s. per oz., as to source.

NUJMEG.—Dutch and American oils quoted steadily at 5s. 4½d. per lb., for bulk lots; smaller parcels, up to 5s. 9d. per lb.

OLIVE.—Market is fully maintained, with business on a good scale: B.P., 1 per cent., 5s. 10½d. per gallon, in drums. Edible quality, ten 1-gallon tins, in cases, 77s. 6d.; twenty ½-gallon tins, 82s. per case; drums, 6s. 2d. per gallon.

ORANGE.—Business on spot seems to have been quiet and cheap prices continue to be quoted: French Guinea oil, in drums, from 2s. 7½d. and more for single drums; re-packed, in tins, about 3s. per lb., ex store; shipment remains very dull, quoted about 2s. 2d. per lb., c.i.f. Californian, small drums, 59 cents; two or more cases, 61 cents per lb., ex store.

PALMAROSA.—Not much spot business, quoted at 7s. 7½d. per lb.; shipment, 6s. 9d., c.i.f. A limited supply of Java oil, spot, about 4s. 9d. per lb.

PATCHOULI.—Unsteady on a dull market: Singapore, spot, about 12s. 1½d., with bulk quantities cheaper. Seychelles, spot, about 9s. 9d. Java oil, about 10s. 1½d. per lb., ex store.

PEPPERMINT.—The Japanese product continues to meet with a fair demand on spot and is quoted from 4s. 10d. to 5s. 1½d., as to seller and brand. Some oil, near float, is mentioned at 4s. 9d., c.i.f., after 4s. 8d. paid. Speculative sellers of October-December at 4s. 3d. to 4s. 4d., c.i.f., with some business at the lower figure reported. Japanese shippers quote October-December at 4s. 5d. per lb., c.i.f. American natural oil, in drums, is reported fully steady but quiet at 2 dollars 30 cents to 2 dollars 35 cents per lb., c.i.f. Bulgarian is offered at 11s. per lb., ex store.

PETITGRAIN.—Isolated cheap quotations noted recently, but the tone is now steadier: spot, cases, 3s. 8d. to 3s. 9d. per lb.; shipment, steady, 3s. 2d. per lb., c.i.f. French oil, to come forward, is quoted from the source at 950 francs per kilo.

RAISIN SEED.—Market is dull: Californian, spot, 2s. 4d. to 2s. 6d. per lb., ex store, as to quantity.

ROSEMARY.—A good deal more inquiry reported; prices vary as to quality of the oil: genuine Spanish quoted at about 3s. to 3s. 6d. per lb., as to quantity. Tunis, new crop, 2s. 8d. to 2s. 10d. per lb., landed, as to quantity.

SANDALWOOD.—Genuine East Indian Mysore, in one-case lots, steady at 20s. 6d. per lb. East Indian, produced outside the province of Mysore, 18s. 6d. to 19s. per lb., c.i.f., in bulk quantities. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb. for 7-lb. tins; one case at 14s. 9d. and five cases at 14s. 6d. per lb.

SPEARMINT.—Shipment market firm; spot steady: U.S.P. oil, spot, 2s. 2d. to 9s. 3d.; shipment, 8s. 6d. per lb., c.i.f.

SPIKE.—Spot holders of genuine Spanish oil are quoting from 5s. 3d. to 5s. 6d. per lb., as to quantity. Blended oils cheaper.

WORMSEED.—Market is steady, with occasional inquiry for spot goods: U.S.P. oil, spot, 11s. to 11s. 3d.; shipment, 10s. 8d. per lb.

Brazil Carnauba Wax Exports.—Shipments for the first five months of 1938 reached 4,762 metric tons valued at 52,199 contos, compared with 4,712 tons shipped during January–May, 1937, and 4,618 tons for the same months of 1936. At the end of July stocks of carnauba wax in Brazil were reported to be relatively low, but it is estimated the new crop will be about 10,000 tons of wax.

U.S.A. Cod-Liver Oil Imports.—Landings for 1936, 1937 and the first six months of 1938 were as follows:—

Source	1936		1937		First half 1938	
	Gallons	\$	Gallons	\$	Gallons	\$
Norway	2,821,187	1,739,980	2,857,592	1,901,047	699,867	561,983
United Kingdom ...	1,357,775	715,072	1,432,025	802,117	309,334	251,030
Iceland	1,085,168	756,826	1,037,410	1,015,572	851,852	576,863
Canada and Newfoundland	201,954	118,303	161,790	98,146	98,730	69,166

Peru Barbasco Root Exports.—Shipments during 1937 were all made through the port of Iquitos and totalled 393,870 kilog. Exports for the past three years were as follows:—

Destination	1935	1936	1937
Germany	44,959	31,225	34,578
United States	263,112	70,914	195,248
France	61,490	181,947	121,371
Great Britain	66,835	75,381	17,483
Others	2,488	1,684	—
Total	439,544	361,651	393,870

Bulgarian Rose Oil Exports.—Details of shipments during 1936 and 1937 were as follows:—

Destination	1936		1937	
	Kilog.	Leva	Kilog.	Leva
France	862	21,079,638	973	23,349,654
England	348	8,545,242	432	10,832,759
United States	347	8,531,328	267	6,564,130
Switzerland	149	3,695,845	179	4,425,980
Germany	121	3,275,868	278	7,844,375

Exports during the past six years were as follows:—

	Kilog.	Leva	Kilog.	Leva
1937	2,179	54,255,000	1,218	35,549,000
1936	1,864	46,079,000	1,413	52,318,000
1935	1,671	44,540,000	919	37,970,000

Shipments during January–June, 1938, totalled 542 kilog., against 730 kilog. in the corresponding period of 1937.

Alexandrian Senna Industry.—Exports of senna of all kinds during the first six months of 1938 amounted to 318 metric tons, against 256 in the corresponding months of 1937.

	Six Months 1937		Six Months 1938	
	Tons	Egyptian £	Tons	Egyptian £
United States	121	3,220	180	3,442
Great Britain	115	5,191	114	3,739
Germany	15	1,180	21	843
France	4	120	2	85
Belgium	—	—	1	38
Other countries	1	21	—	—
Total	256	9,732	318	8,147

Exports according to descriptions during these periods were as follows:—

	Six Months 1937		Six Months 1938	
Kinds	Tons	Egyptian £	Tons	Egyptian £
Pods	139	7,299	99	3,795
Leaves	74	1,577	114	2,270
Siftings	43	856	105	1,902

Average prices for Sudanese senna during the first half of the current year, compared with the same months of 1937, were as follows: pods declined from 52.5 Egyptian pounds sterling per metric ton to 40.2; leaves from 21.6 to 19.9; and siftings from 19.9 to 18.1.

Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Pharmaceutical Ethics

SIR,—When the suggestion of a code of ethics was put before the Conference last year Mr. Murray made it quite clear what we had in mind. The resolution as submitted was adopted by the Conference, and the Tees-side Branch was invited to prepare a code for presentation to the 1938 Conference. This was done. A code of ethics is a code of personal conduct. It is no experiment, for such a code is in operation throughout the United States of America and Canada with a population four times that of Great Britain. A copy of the Canadian code is presented to every newly qualified pharmacist for signature, duly witnessed, etc. A code of ethics is vastly more important than a code of business rules. While a code of ethics is of universal application, a code of business rules is not equally applicable to everybody. Even if such a code were drawn up and adopted it would be very difficult, not only to enforce, but even to carry out, as the suggested procedure in certain instances might be entirely different from the practice of a particular business for, perhaps, generations past. This is not to suggest that there should not be such a set of rules. Certain rules might be optional, others compulsory. We do not agree that there was a pathetic indifference to the code at the Edinburgh Conference. The meeting was so obviously in agreement with it that the chairman (quite rightly) did not consider it necessary to put it to the vote. Several spoke in favour of the code, none against. It is a pity that "Delegate" (C. & D., October 15, p. 434) did not take the opportunity presented to put his views before the Conference. We certainly do not agree that the reference of a matter to the Council for further consideration necessarily indicates "premature burial"; to say so shows distrust of our elected representatives. It has been said that a country gets the government it deserves, and if our Council is not entitled to our respect and support the fault is ours.—Yours faithfully,

WALTER R. BRACKENBURY,

Middlesbrough. Chairman,
Tees-side Branch of the Pharmaceutical Society.

Telling the Public

SIR,—It is gratifying to observe that the value of the best medium for educating the public about pharmacy is, at long last, being realised by prominent men in the craft. Mr. John Rae, in his presidential address at Liverpool (C. & D., October 15, p. 412), puts the matter very pungently. He would have preferred, he said, to have seen the money spent on the new house in Brunswick Square utilised instead on propaganda among the general public and the medical profession. He felt (as I have so often tried to emphasise in your columns) that the Pharmaceutical Council is sadly lacking in the art of publicity, and it must be left to the Society to educate the public and thus help to give pharmacy and pharmacists their due. The powerful but somewhat qualified support of the secretary of the Pharmaceutical Society is pleasant to recognise. On the same page I find that Mr. Linstead devoted his address to the South-West Metropolitan Branch of the Society to suggestions for advertising pharmacy. The points he mentioned were sound, "but seldom or ever," he said, "are these points publicly raised." But whose fault is that? Public opinion can only be educated, on his own showing, by consistent and continuous publicity on a striking scale, and this cannot be done by pharmacists working individually or even in local combinations. Retailers have not the time or the money to give to this important matter, and I would again urge that pourparlers be begun between manufacturers, wholesalers, retailers and representatives of the official body in order to thresh the matter out. Every section of pharmacy and the drug and associated industries is interested and, with good will, the question of financing an effective advertising scheme could be overcome, particularly if the Society provided a substantial nucleus from its ample funds. The Huddersfield and other local schemes would be immeasurably strengthened by a dignified form of general publicity and the "crudity" of which Mr. Linstead appears to be afraid could surely be successfully avoided.

Yours faithfully,

WILLIAM CHALMERS.

Surbiton.

Wholesalers' Distribution Costs

SIR,—The chairman of the Liverpool Branch of the Industrial Transport Association complained of the almost insane demand for frequent deliveries which raised the distribution costs (C. & D., October 15, p. 412), but I do not think the retail chemist can be wholly blamed for this. When I first entered pharmacy there were only a few travellers from firms we dealt with regularly, and they only called at stated intervals, sometimes as long as three months. The order was looked out, sufficient to last till next journey, and the delivery followed in a few days. Now there may be half a dozen travellers calling in one morning, deliveries are made daily and some firms ring up to take one's order. Is this not due in the first instance to competition between the wholesalers themselves, who were anxious to go one better than their rivals, with the natural consequence that it has become an accepted procedure? With the ever-increasing number of lines on the market and the varied stock he has to carry, can the retailer be blamed if he takes advantage of the service thus offered?

Yours faithfully,

CUI BONO (16/10).

Glasgow Corporation's Resolution

SIR,—Under "Scottish Notes" (C. & D., October 8, p. 378) it is recorded that the Department of Health for Scotland has acknowledged the representations of the Glasgow Corporation concerning the supervision of unqualified drug sellers, stating it was unlikely that it would be found possible to consider legislation on the matter in the near future. All retail chemists will have welcomed the action on the part of the Glasgow Corporation in this matter, and it will also have been noted that at the banquet of the British Pharmaceutical Conference (C. & D., September 17, p. 301) the president of the Pharmaceutical Society commented on their proposals in his speech, and suggested that it would be very welcome if the City of Edinburgh would endorse the petition. If the details of the petition could be circulated, and the municipal bodies of a dozen or so of the more important cities and towns could be induced to follow the example of Glasgow and make similar representations to the Ministry of Health, then such a body of opinion would have been formed that would compel some notice being taken of it, and there might be a possibility of achieving a badly needed reform.—Yours faithfully,

SASSENACH (9/10).

Pharmaceutical Employees

SIR,—The motion "That it is the opinion of this Conference that it is essential that machinery for the organisation of pharmaceutical employees be set up within the framework of the Pharmaceutical Society," proposed by the Bradford and District Branch, was, at Edinburgh, lost by sixty-nine votes to seventy-eight. On judging the value of such a vote, two points should be noted: (1) That the great majority of the Branch representatives present must have been proprietor pharmacists; (2) that the secretary of the Pharmaceutical Society had authoritatively expressed the following considered opinions of the Council of the Society: (a) That such an organisation must, to be effective, include all pharmaceutical employees; (b) that it must be set up outside the Society. Bearing in mind the fact that, even had the motion been accepted, the Council is not by any means bound to act upon such decisions; rather the contrary; the narrow margin of defeat must, in the circumstances, indicate the view that a pharmaceutical employees' organisation is considered vitally necessary by both proprietor and employee, and even, it would appear, by the Council itself, always provided that the work entailed in the formation of such an organisation were to be undertaken by the employees themselves. . . . The secretary of the Society spoke to the Branch representatives on the attitude of the public towards trade unions. He did not, however, differentiate between an ordinary trade union such as the National Pharmaceutical Union, which has no party politics, and those trade unions which are affiliated to the Trades Union Congress and thereby become an integral part of the Labour party. The National Pharmaceutical Employees' Association would be placed in the first-named category, and would deal only with

pharmaceutical politics. Mr. Linstead also ingenuously reminded his proprietor listeners that any "concessions" to the employee would have to come out of the employer's pocket.

Naturally, however, as the majority of proprietor pharmacists employ the bare minimum of professional labour, it would be the larger multiples who would have to foot the bill when the employees demanded their rights (not concessions) as regards reasonable remuneration for professional services. The time which must elapse before these rights can be obtained must depend only on the pharmaceutical employee. We of the N.P.E.A. have the organisation ready; it only remains for the employees themselves to join up to achieve this end in the near instead of the distant future.—Yours truly,

WILLIAM ATKINSON,

Purley.

General Secretary, N.P.E.A.

Earlier Closing Hours

SIR,—The Birmingham Branch of the National Pharmaceutical Union has been discussing the possibility of closing at 7 p.m. for three days in the week and 8 p.m. on Saturday (*C. & D.*, October 15, p. 411). With the general trend towards shorter hours of labour in all callings there is no reason why pharmacists should not participate. I believe that in one or two of the London suburbs pharmacies close at 7 p.m. or 7.30 p.m. on Monday, Tuesday and Wednesday, and if it can be done in those districts why should it not apply to all alike? Perhaps pharmacists in any area where this closing hour has been adopted would tell us what their conditions are and whether any difficulty has been experienced? One point was made that in industrial areas the amount of Insurance dispensing which came in between 7 p.m. and 8 p.m. would render such a scheme impracticable. To ascertain whether this could be avoided in any way it would be necessary first to find out the time at which the factories ceased work; a good many wholesale concerns close at 6 p.m. and some even at 5 p.m., so that the employees in these would have ample time to obtain their medicines. One great help towards earlier closing would be to secure the co-operation of the medical men, if this were possible; many doctors do not begin to see their panel patients before 7 p.m., and this is what brings the rush of scripts to the pharmacy during the last hour. However, even the present hours are not so long as they were not so many years ago, and the hours of business decided on at the Killarney Chemists' meeting for the winter months (p. 413) remind us of what we had to do in pre-war days, about the only difference being that we used to open at 8 a.m., and Sunday duty was an all-day job.—Yours faithfully,

TIME-EXPIRED (16/10).

Sunday Pharmaceutical Service

SIR,—I see that Mr. Donald G. Pout writes of the increased cost of giving a Sunday service owing to the Shops (Sunday Trading Restrictions) Act and of the evening service on early-closing day (*C. & D.*, October 6, p. 409). Even before these regulations came into force I never considered opening the pharmacy during these hours was of any use from a business point of view; the cash taken was small in amount and most of the articles sold could have been purchased quite well the day before. Neither do I think there was any great demand for a dispensing service; it was only on very rare occasions that I had any scripts presented for really urgent medicines. Allowing an average fee of fourpence per script, the takings for the two hours' attendance would come to 3s. 4d., or twopence less than many doctors would charge for taking a piece of grit out of a patient's eye; that is to say, if the person went to a surgery instead of entering a pharmacy expecting to be treated for nothing. Out of this 3s. 4d. have to come the usual overheads, so that there can be no possibility of making anything but a loss on the evening's work. I have never looked on these outside hours of duty as a profit-making period, but rather as a service to one's customers, a view which has been sadly shaken at times by the realisation that many of the people who expected to find me always there on Sundays and holidays were people who in the week took their custom to the bazaars and multiple stores. Now that chemists are restricted to dispensing and the sale of medicines on Sundays and early-closing days, the necessity for a tariff of dispensing fees which will enable the Panel service to bear its own expenses becomes more obvious than ever.

Yours faithfully,

C. R. N. (10/10).

Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

H. J. S. (4/10).—OPENING ON SUNDAY.—The First Schedule of the Shops (Sunday Trading Restriction) Act states the purposes for which a shop may be open for the serving of customers on Sunday. Under the sale of medical and surgical appliances, permission is given to open "by any person who has entered into contract with an insurance committee under the National Health Insurance Act, 1936, for the supply of drugs and appliances." You are not under contract with an insurance committee for the sale of drugs.

H. H. (21/9).—LYSOL LABEL.—The labelling of lysol with the words "For external use only" is in conformity with Poison Rule 20 (1) (b), which requires such wording in the case of a liquid antiseptic or other liquid medicine for external use. The words "Not to be taken" apply "in the case of a liquid other than a medicine" (Poison Rule 20 (1) (a)), but the inclusion of lysol in the British Pharmacopoeia is *prima facie* evidence of its medicinal character. The use of lysol is predominantly as a liquid antiseptic, hence in our view it is unreasonable for the inspector of the Pharmaceutical Society to object to the use of the wording "For external use only."

T. J. M. (Cairo) (10/10).—HAIR CREAMS.—The following formulas are representative of the modern type of hair cream:—

I				
Lanolin .. .. .	..	..	..	30
Glyceryl monostearate .. .. .	..	..	..	5
Stearic acid .. .. .	..	..	..	2
Beeswax .. .. .	..	..	..	2
Mineral oil .. .. .	..	..	..	80
Water .. .. .	..	..	..	60
Triethanolamine .. .. .	..	..	..	1
II				
White wax .. .. .	..	..	..	10 gm.
Liquid paraffin .. .. .	..	..	..	150-200 gm.

Warm to melt the wax and add a warm solution of:

Borax .. .. .	..	..	..	1 gm.
Distilled water .. .. .	..	..	..	15 gm.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," October 20, 1888

Dispensing Charges

It is not a sound argument for chemists to justify their profits by saying they "must live." The public will answer practically if not verbally that they do not see the necessity. Nor does it seem good policy to ask the public to consider the total returns of a pharmaceutical business. The individual purchaser who is told that he cannot expect to buy as cheaply from a small shop as from a big one will only be tempted to go to shops where the returns are bigger. But the enormous majority of the inhabitants of the earth are moderately reasonable. Not one customer in a hundred would expect to get the advantages of a chemist's resources for less than 6d. In the article already referred to Mr. Hanbury quoted the following prescription:—

Calomel .. .. .	...	...	...	gr. x.
Ext. aloes .. .. .	...	...	...	gr. iv.
Ext. colchici .. .. .	...	...	...	gr. iv.
Opil pulv. .. .. .	...	...	...	gr. j.

M. Fiant pilulæ iv., quarum sumat unam h.s.p.r.n. And he asserted, what we are confident of, that "The majority of pharmacists would feel themselves precluded by custom from asking the sum (still very small) which might fairly be expected for four doses of a powerful medicine." No one has a right to expect that an educated pharmacist will devote himself to the careful preparation of such a prescription for a fee of less than 6d. at the least, quite independently of the cost incurred. On this question of prices each man must judge for himself; a pharmacist in one of those localities which we sometimes hear of where people like to pay high prices will be unwise if he do not accommodate them. But wherever he is he will assuredly find it to his interest to adopt a system.



'BAYER' brand ASPIRIN

The new winter advertising campaign for Bayer brand Aspirin will start almost immediately and will stress the successful selling points that apply only to this product: (1) Bayer brand Aspirin is made in the works where aspirin was discovered, and is backed by over forty years' manufacturing experience; (2) Bayer brand Aspirin is recommended by doctors in practically every country in the world.

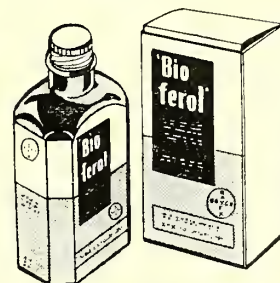


'BIOFEROL' NUTRIENT TONIC

TRADE MARK

BRAND

'Bioferol', a tonic with a hæmoglobin base, contains all the nutrient elements to be found in whole blood. It is particularly useful for growing boys and girls, and for anyone convalescing after an attack of 'flu or after a cold. Special show material and generous P.A.T.A. terms will enable you to make the most of this popular 'Bayer' line.



'PANFLAVIN' THROAT TABLETS

TRADE MARK

BRAND

During times of epidemics you will be well advised to keep 'Panflavin' prominently displayed. It contains the powerful antiseptic 'Trypaflavin', known for its value in preventing and easing sore throats, and particularly for its use in combating influenza and other infections that attack the body through the mouth. 'Panflavin' is worth pushing for the profit it brings and the goodwill it creates.



'CRESIVAL' AGREEABLE EXPECTORANT

TRADE MARK

BRAND OF EXPECTORANT

Coughing is always a troublesome symptom of colds and influenza. 'Cresival', which has a creosote base, serves the double purpose of loosening tenacious secretion, thus facilitating expectoration, and of relieving inflammation. There is bound to be a strong demand for cough remedies this winter and, in 'Cresival', you have one of the safest and most effective you could sell.



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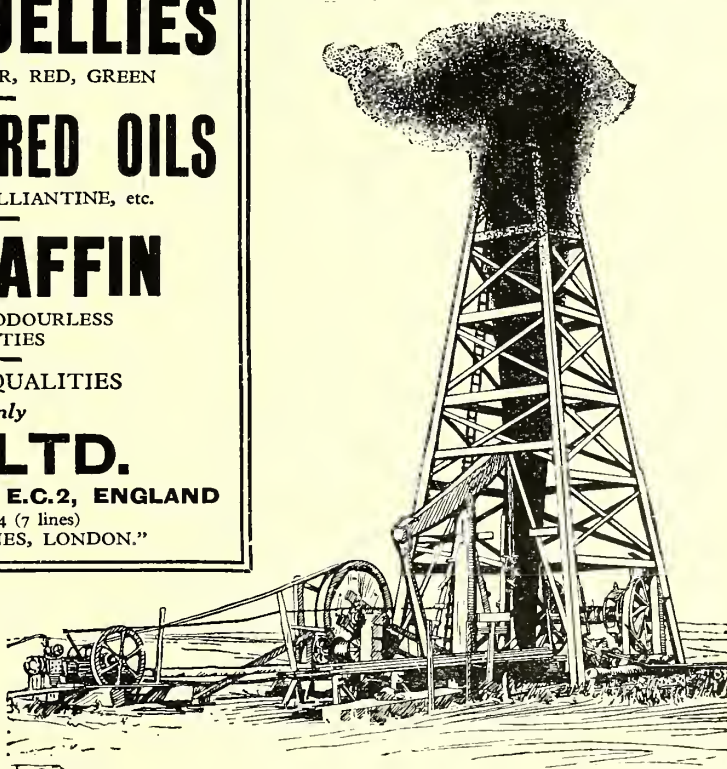
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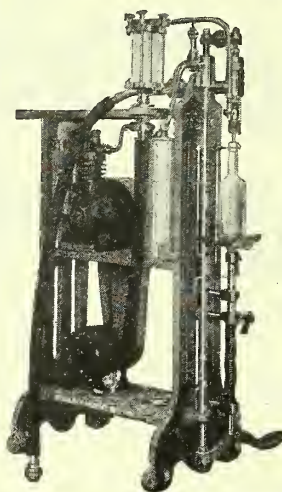
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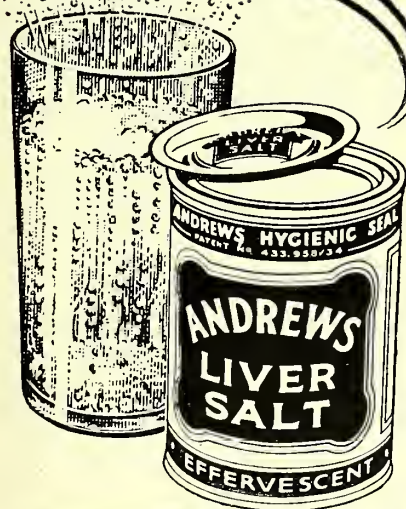
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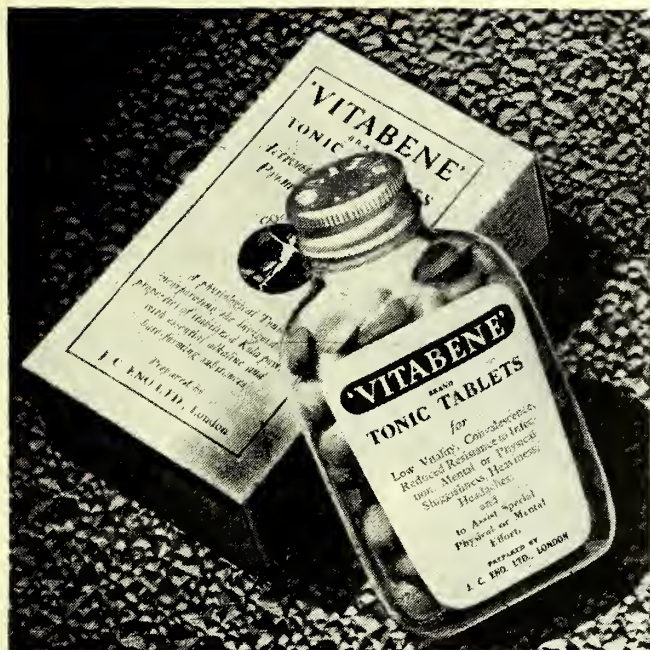
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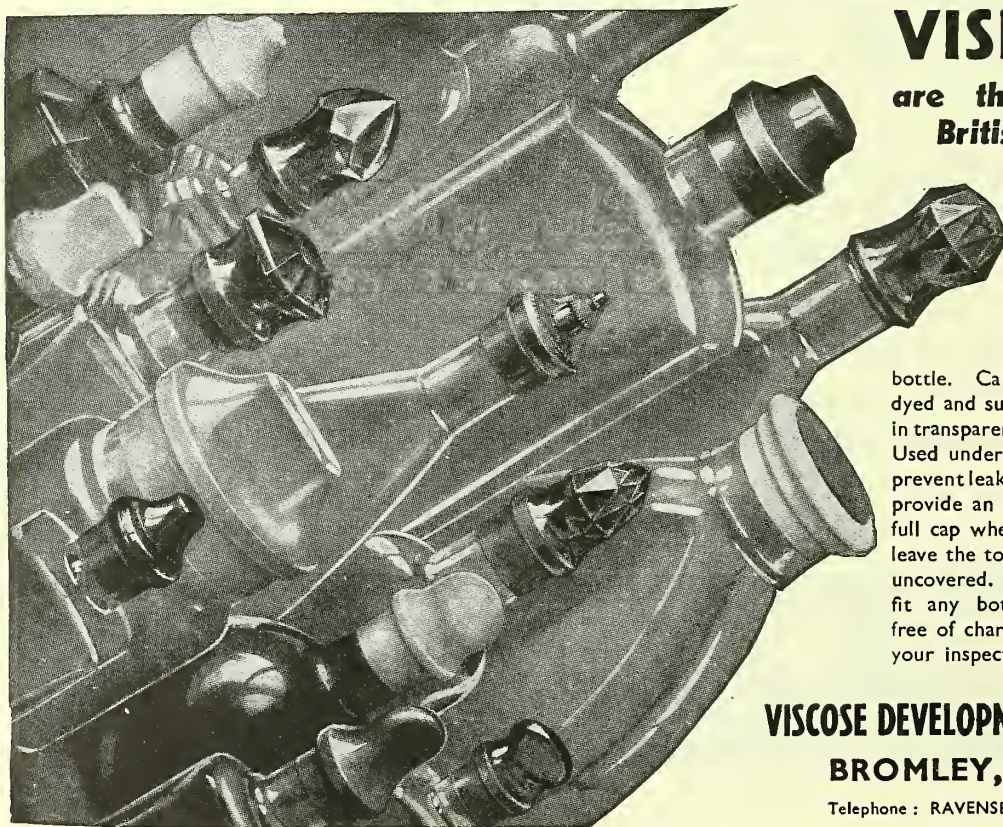


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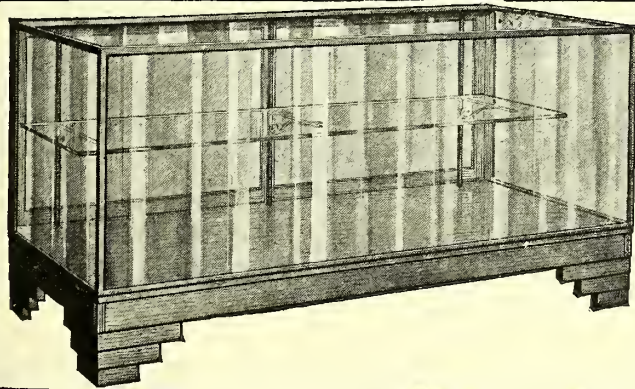
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The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C. 2

OCTOBER 22, 1938

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Advertisements for this Supplement can be accepted up to **FIRST POST THURSDAY MORNING** of week of issue. Advertisements received later will be inserted the following week.

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2.—**FINCHLEY**.—Main-road High-class Dispensing Business; takings exceed £2,750 per annum; gross profit over £1,100; accountant's figures available; stock worth about £600; rent £175; sublet £90; vendor going in for Medical; price £850 plus stock and fixtures at valuation; in all about £1,700.

3.—**LONDON, N.W.**.—Good-class Business run under management; takings exceed £2,500 per annum; reasonable inclusive rental; modern flat over; attractive Pharmacy; inclusive purchase price about £1,500; valuation terms considered.

4.—**FINSBURY PARK (NEAR)**.—General Retail Business with excellent Panel; established 1870; turnover last year £1,619; net profit approaches £400 per annum; certified figures; heavy stock; excellent living accommodation; rent only £70 per annum; vendor buying another business; would accept valuation terms; total price about £750.

5.—**CRICKLEWOOD**.—Main-road Good-class Cash Retail Business; valuable Agencies; turnover about £40 per week under management; rent of shop about £100 per annum; good, clean, saleable stock; attractive fixtures; vendor would probably accept about £100 for the goodwill plus the stock and fixtures at valuation, in all about £1,000; a small sum down will be accepted and the remainder over a period.

6.—**SURREY**.—General Retail Business taking about £3,000 per annum; valuable lease; excellent fixtures; heavy stock; increasing turnover; genuine reason for sale; inclusive purchase price about £1,800 or near.

7.—**LEYTONSTONE**.—Ill-health necessitates the early sale of a Middle-class Business offering scope for increase; takings for last year £675, including good Panel; nice living accommodation over; inclusive purchase price required £275 or near offer.

8.—**WEST LONDON SUBURB**.—Middle-class Business offering scope; turnover under management £1,460; gross profit £581; rent £75; stock and fixtures £650; inclusive price £800, of which figure the Vendors will accept £400 down.

9.—**BAKER STREET, W.1**.—Good-class Dispensing Business; turnover exceeded £2,000 for last completed financial year; old-established concern; rent £100 per annum; inclusive purchase price £1,150; vendor bought another business.

10.—**ACTON**.—Family Retail Business for sale; increasing turnover, last year £1,300; net profit £350 approximately; rent, after sublet, only £10 per annum; rates £31; long lease; inclusive purchase price £650, or near offer; vendor bought another business.

11.—**NORWOOD**.—Old-established Cash Retail Business; takings last year £1,000; good living accommodation; excellent stock and fixtures;

inclusive purchase price required £775; management with view to succession considered; £50 down.

12.—**FULHAM**.—General Cash Retail Business; in present hands 10 years; takings approximately £1,000 per annum; net profit £288; sublets practically cover rental; inclusive purchase price asked £600.

13.—**BRIGHTON**.—General Retail Business with excellent sale for own preparations; turnover averages nearly £25 per week; net profit £7 per week; reasonable rental; inclusive purchase price about £450.

14.—**BIRMINGHAM**.—Family Retail Business; established 12 years; takings last year £1,165; net profit £315; nice house; low rental; inclusive purchase price £650.

15.—**HASTINGS**.—General Retail Business; increasing turnover; net profit exceeds £400 per annum; nice living accommodation; heavy stock; minimum purchase price £1,000; increasing turnover.

16.—**PLYMOUTH**.—Old-established Good-class Family Retail Business; returns exceed £1,300; good profits; large shop; well stocked; new lease will be granted; price £650.

17.—**ANERLEY (NEAR) (RETIREMENT VACANCY)**.—Turnover £1,100; gross profit £375; excellent house; price £600 all at.

18.—**WELSH HEALTH RESORT**.—Good Middle-class Cash Business, takings over £1,250 per annum, increasing; excellent living accommodation; price to include property £1,450, or lease can be had at £65 per annum; retirement vacancy.

19.—**CORNISH RIVIERA**.—Drug and Photographic Store with small seasonal Branches for disposal; excellent profits; total turnover approximately £3,000 per annum; approximate purchase price required £2,750, which figure includes stock value £1,500.

20.—**LIVERPOOL**.—Mixed Business with good Panel; established many years; returns exceed £1,500 under management; single-fronted lock-up shop; rent £50; held on lease; price £750.

21.—**BARNES**.—Cash Retail Business in main road position; turnover this year will be about £1,100; net profit £250; modern double-fronted lock-up shop; rent £85 per annum; sublet 375. per week; long lease; terms £100 plus valuation of stock and fittings, about £600 in all.

22.—**UPMINSTER**.—Chemist and Optician Business taking £40 per week; new lease; reasonable rent; stock £800; inclusive purchase price £1,250.

23.—**WESTERN COUNTY**.—Good-class Family Business; very old established; returns over £4,000 per annum; main road position; good house; price about £2,000, or valuation terms entertained.

24.—**STROUD, GLOS.**.—Country Retail Business; very nice house and garden; low rental; net profit over £300 per annum; inclusive purchase price £775; quick sale desired.

25.—**S. YORKS.**.—General Retail Business; takings last year nearly £850; rent £70 per annum; stock and fixtures worth £500; inclusive purchase price £525; scope for increase.

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They also have on their registers several small businesses for disposal with definite prospects which would suit chemists with small capital.

SALES, TRANSFERS, VALUATIONS, STOCKTAKING, STOCKPRICING, COMPANY FORMATION, INCOME TAX AND INSURANCES EFFECTED

Our advice is at your disposal

BUSINESSES FOR DISPOSAL

(C1) **SUSSEX (RETIREMENT VACANCY).**—Old-established good-class business, with turnover approximately £4,000 per annum; in present hands over 30 years; net earning capacity £750/£800, and the all-in purchase price will approximate £2,750; long lease will be granted at reasonable rental; please supply bankers' references.

(C2) **SURREY (WITHIN EASY DISTANCE OF LONDON).**—Progressive modern Pharmacy with sub-Post Office, the salary from which is steadily increasing; turnover approximately £2,500 per annum, and the net profit to an Owner-Proprietor should exceed £600; 21-year lease will be granted at a rental of £130 per annum, which includes an up-to-date flat; no near opposition; genuine reason for selling; price all at £1,500, or near offer.

(C3) **SHROPSHIRE.**—Old-established family business; turnover upwards of £2,500 p.a.; rent £120; lock-up shop; stock and fixtures estimated at £1,200; purchase price by negotiation; owner retiring.

(C4) **HOUNSLOW (NEAR).**—Good profit-earning business at present being conducted as a branch; turnover for 1937-38, £2,653; gross profit £996; net profit to Owner-Proprietor £550-£600; self-contained flat; rent £135 per annum; price all at £1,300; returns now averaging upwards of £40 weekly.

(C5) **STREATHAM (NEAR).**—Branch business, with no immediate opposition, situated in populous good-class area; turnover for 1937-38 £1,650; rent £100; excellent scope with personal attention; stock and fixtures estimated at £825; price £950 all at; valuation terms if preferred.

(C6) **LEICESTER.**—Suburban business consisting of Pharmacy and General Store, with Post Office; present pharmacy turnover £22 weekly, with N.H.I. approximately 350 monthly; energetic proprietor could increase; equitable leases of two premises with living accommodation could be arranged; total incoming, including stocks and fittings at valuation, approximately £500. Enquiries to Walsall office.

(C7) **CLAPHAM (NEAR).**—Attractive well fitted Pharmacy, with genuine scope for increase; turnover upwards of £1,500 per annum; gross profit about 35 per cent.; living accommodation, which has recently been redecorated; price £850, including stock (£450-£500), and fixtures (about £200); reasonable offer considered.

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—**SOUTH COAST.**—Good middle-class Business, in main-road position; returns £1,750, net profit £400; modern premises; well stocked; price about £1,100.

2.—**SURREY (SUBURB).**—Middle-class Business; easily run; takings about £1,000, plenty of scope; low rent, long lease; corner shop; well stocked; price £400.

3.—**ESSEX (15 miles out).**—Genuine light retail, run as branch; returns £1,600, showing steady increase; modern-fitted pharmacy, with living accommodation; good stock; price £675.

4.—**NORTH WALES.**—Good-class Family Retail, with Optics; returns £1,385, net profit £395; best position; scope for increase; modern flat over. Price £950 or offer.

5.—**HERTS.**—Good-class Business in busy town; main road position; returns £1,400; scope for increase; modern Pharmacy, fully stocked; price £925 or near offer.

6.—**WIRRAL.**—Profitable light Retail, selling through ill health; returns £650, net profit about £200; rent £36 clear; stock worth £225; price £250.

7.—**SOUTH WALES (DEATH VACANCY).**—Medium-class business, now run as Drug Store; returns £940; population 15,000, one other Chemist; price £300, two-thirds can remain.

8.—**GOLDERS GREEN (NEAR).**—High-class business in main road position; returns approach £3,000; scope for increase; attractive pharmacy, fully stocked; price £1,750 or near offer. Further details on receipt of references.

9.—**WEMBLEY (NEAR).**—Good middle-class Business in growing district; returns £1,500, plus £160 from Post Office; no near opposition; large Pharmacy, well stocked; price £1,000 or near offer.

10.—**TOLLINGTON PARK (NEAR).**—Old-established Drug Store in densely-populated district; returns about £800 under female; plenty of scope in qualified hands; price for early sale only £275, or first reasonable offer.

BUSINESSES WANTED

We have a large number of genuine Cash Buyers seeking sound concerns showing from £300 to £800 net profit yearly, and intending vendors desirous of a quick sale, without any publicity, should communicate with us at once.

Estab. 1870.

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A regular book of reference upon most of the matters which arise in the course of pharmaceutical practice. Compiled with the purpose of assisting in the answering of the 1,001 questions which arise at disconcerting moments

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THE CHEMIST AND DRUGGIST

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THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

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BRIGHTON.—£150 or offer; good position in busy main road; well-fitted, double-fronted Shop; business has been neglected and run as Drug Stores; previously done over £50 weekly; must be sold. 72/9, Office of this Paper.

LANCASHIRE.—Quick disposal owing to bereavement, old-established well-stocked Druggist and Optician; main road; up-to-date Optical department; electric machinery for Optical repairs; splendid opportunity for Chemist and Optician; £500; low rental, with option to buy freehold premises. 58/3, Office of this Paper.

LONDON, S.E.—Drug Stores; long lease; old-established; sublets cover rent and rates; thickly populated; huge panel certain; trade £16; no Sunday duty; exceptional chance for Chemist; price £250 all at, or offers for quick sale. Apply Box "160, Arthur," 36 Heiron Street, S.E.17.

COUNTRY Drug Stores with particularly fine scope for Qualified Chemist; Beds country town; no competition; now quickly-growing neighbourhood; price £550 includes freehold lock-up shop, valuable mahogany fixtures, goodwill and deposit on almost adjoining house; stock at value; mortgage £425 on house costs only 12s. 3d. weekly. A sure business without long hours or hard work. Write, 335/251, Office of this Paper.

EXCEPTIONAL opportunity; Pharmacy, established 5 years; growing district, unopposed and no possibility of opposition; rent £100; long lease; rates £19; receipts £1,300-£1,400 per annum; scope for extensive Panel; immediate possession if desired; good accommodation; garden and garage space. 1 Chalgrove Crescent, Woodford Avenue, Ilford, Essex.

FOR SALE.—Busy W.1 District, high-class double-fronted Shop; long lease, rent 35s. per week inclusive; mainly Herbal Prescribing and Consulting; established 5 years; figures, 1936-1937, £570; very good scope for young Qualified Chemist; £400. P.C.B. 297/26, Office of this Paper.

GOOD opportunity for Chemist (lady or gentleman); Drug Store, growing locality, London; takings £70 to £80 monthly; price £475; genuine; thorough investigation invited. Please apply 71/13, Office of this Paper.

PREMISES TO LET

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CHEMIST can open immediately new, smartly-fitted shop in large new parade, S.E. London; many thousands of houses surround and still further developments continuing; very special terms offered to reliable man. Write 70/6, Office of this Paper.

TO LET—CHATHAM.—Up-to-date Shop, with excellent living accommodation, main road, busy thoroughfare; suit Chemist. Basil Seymour, Ltd., Estate Agents, 5 Watling Street, Chatham, Kent.

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DENMARK.—Agent, well-established in Copenhagen, with excellent connexions, desires to obtain for Denmark representation on a commission basis of United Kingdom producers of Chemical Products and Essential Oils; extensive experience; highest references. 64/19, Office of this Paper.

SOUTH AFRICA.—Unique opportunity offered to British firms interested in developing business in South Africa by a well-known Pharmaceutical Agency now open for new lines; advertiser has strong contacts, resident in the Transvaal; a successful organising record and funds available for development. Please communicate in first instance to "B," 68/3, Office of this Paper.

BUSINESS OPPORTUNITIES

POST OFFICE, Saltdean, Brighton.—A good opportunity for a Qualified M.P.S. (Salesman) at above premises; capital an advantage. Apply Postmaster.

PARTNERSHIPS

OWING to the death of a principal holder a share in a Limited Company owning four Chemists' businesses within 100 miles of London is offered to Qualified Man willing to invest about £2,500 to £3,000 and take an active interest. 335/267, Office of this Paper.

PHARMACIST wanted with capital in Limited Company; West End business; good opportunity for enterprising man. 72/10, Office of this Paper.

SITUATIONS OPEN

RETAIL (HOME)

6s. for 40 words or less; 1d. for every additional word,
 prepaid. (Box No., 1s. extra.)

EXETER Pharmacy requires young Qualified male Assistant. Apply, with references and photo, stating age, height, experience and salary required, to 69/2, Office of this Paper.

LONDON.—Qualified Manager required for small family business; good personality, reliable. Apply, giving details of past experience, to 335/266, Office of this Paper.

LONDON (CITY).—Unqualified Lady Dispenser required immediately, for Dispensing and Staff supervision (age 25-30). Apply personally, Hancock & Co., Ltd., 144 Fleet Street, London, E.C.4, or by appointment between the hours of 9.30 and 6 any day. Telephone: Central 9858.

LYNDHURST, HANTS.—Davies & Son require young Qualified Assistant; good-class, all-round experience essential; capable of taking charge; permanency for suitable person. Write, giving fullest particulars.

DRUG DEPARTMENT.—Saleswoman (aged about 25) wanted, previous Drug Counter experience essential; knowledge of Dispensing an advantage. Write, stating age, experience and salary required, to Staff Supervisor, Welwyn Stores (1929), Ltd., Welwyn Garden City, Herts.

IF you are a Retail Chemist's Assistant with little hope of further prospects, why not become an Outdoor Salesman for one of the manufacturing houses? There are opportunities even beyond this to become Sales Manager. Moreover, you can qualify by spare-time home study, after which you will receive introductions to SALARIED Sales Vacancies. Send to-day for FREE copy of an interesting 44-page book, "Salesmanship," to Wallace Attwood College, Ltd., Dept. 84, Victoria House, Southampton Row, London, W.C.1.

JUNIOR Assistant for good-class country business; must have passed Preliminary Scientific examination and have had good Dispensing experience. Apply with full particulars of age, height, salary required, to Henry Meynell, Tenterden, Kent.

PHARMACIST Refractionist wanted for West End business; not over 35 years. Also Qualified part-time man required. State experience, religion and salary required. 72/100, Office of this Paper.

QUALIFIED Manager required for Ilford district as soon as possible, comfortable post, wages 4 guineas per week, and nice living accommodation, also liberal commission; undeniable references required. 335/264, Office of this Paper.

QUALIFIED, smart, young, enthusiastic Assistant required for busy Pharmacy (London, S.W.1); used to quick Counter trade; permanent progressive position for suitable applicant. Details of experience, age, salary required, etc., 335/265, Office of this Paper.

REQUIRED, a Qualified Lady Chemist to act as Dispenser and Book-keeper to a firm of Medical Practitioners in Southampton. Apply, giving full particulars, age, experience, etc., to 72/40, Office of this Paper.

ROBERTS & CO., 76 New Bond Street, London, require Unqualified male or female Assistant (20-25); Counter, Clerical and Stock-keeping work. Apply by letter, with photograph.

SURGICAL Assistant, male, for West End Retail establishment; experienced in fitting Trusses, Belts and Surgical Appliances generally; previous Retail experience essential; hours 8.45 a.m. to 6 p.m., Saturdays till 1 p.m. Write, stating age and wages required, to Box 727, Sells, Ltd., Brettenham House, Strand, London, W.C.2.

THE FAILSWORTH INDUSTRIAL SOCIETY, LTD., require Qualified Chemist as Branch Manager under Superintendent Chemist. Apply by letter, stating age, experience and wages required, to Managing Secretary, endorsed "Chemist," not later than first post, Wednesday, October 26, 1938.

UNQUALIFIED Assistant, lady, required; middle-class business, market town, 25 miles London. State age, experience, salary and earliest date of commencing to Richards (Chemists), Ltd., Pharmacy, High Street, Wickford, Essex.

UNQUALIFIED, experienced Assistant required (male or female); accustomed to Counter, Dispensing and Photographic (no D. & P.), for working-class with N.H.I. in West London district; must be smart and reliable. Apply, stating age and salary required to 71/7, Office of this Paper.

UNQUALIFIED Junior Assistant wanted immediately for Dispensing and Counter; no Sunday duties. Apply, stating age, experience and salary required to Charlesworth, 185 Marlowes, Hemel Hempstead, Herts.

UNQUALIFIED Junior, Improver, male, required at once; personal interview by appointment preferred. Apply, The Manager, Williams Cash Chemists, Ltd., 14A Argyll Street, Oxford Circus. Phone: Gerrard 7236.

WANTED for about 8 weeks. Unqualified Junior for branch at Sunningdale. Apply in first instance to H. W. Herbert, Ltd., Englefield Green, Surrey.

WANTED immediately for London Suburb, Unqualified Lady Assistant, capable Dispenser; one used to good-class Toilet trade. Apply, stating age, salary required; please enclose photograph and copies of references; interview. K. A. Painter, Chemist, Woodside Park Garden Suburb, North Finchley, N.12.

PHOTOGRAPHS, TESTIMONIALS, &c.

When replying to advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. Many of these announcements produce an exceptionally large response and, as can be readily understood, the task of returning photographs, testimonials, &c., is one of some difficulty.

WANTED.—Qualified Chemist, male, married, as Superintendent Manager in good-class shop; the post offers a permanency to suitable applicant who would at a later date be expected to live on the premises. Please state salary, experience and when disengaged to E. Stafford Brookes, Ltd., 68 London Road, Dover, Kent.

WHOLESALE

A PROVINCIAL Firm of Animal Medicine Manufacturers have a vacancy for a Junior Chemist (aged about 19) for routine work in the laboratory; preference will be given to a candidate having some analytical experience. State full particulars and salary required. 335/263, Office of this Paper.

DESPATCH Manager required for Surgical Instrument house; must have thorough knowledge of Surgical Sundries and Dressings. 71/1, Office of this Paper.

INTELLIGENT man with good working knowledge of Drugs required in Granulating Department of large Tablet makers; excellent prospects to suitable applicant, who must be adaptable and willing to be trained in various processes. Write, giving full particulars, to Matthews & Wilson, Ltd., 6 and 8 Cole Street, London, S.E.1.

OLD-ESTABLISHED Firm of Manufacturing Chemists and Wholesale Druggists requires a Gentleman with first-class knowledge of the Drug trade to act as Chief Clerk; previous experience essential; permanency to first-class man. Apply with full particulars, stating age, experience and salary required, to 72/400, Office of this Paper.

PROMINENT Firm of Manufacturing Chemists, marketing Medical Specialities, require additional Representatives resident in Liverpool and in the West Country; previous experience of representative work is desirable, but not essential; a Pharmaceutical or Medical qualification is essential. Detailed applications should give full details of past experience and qualifications. Apply 335/269, Office of this Paper.

REPRESENTATIVE required for established Chemist's Sundries business, with opportunity to take part interest; growing business has made it necessary to extend management and premises; preference given to those able to consider partnership. Replies treated confidentially. 72/14, Office of this Paper.

REPRESENTATIVE required for the North-Eastern district of England and Scotland, for a well-known Essential Oil Company with established connexions; salary, commission and expenses; excellent opportunity for man with initiative; knowledge of trade an advantage. Write, stating age, experience and qualifications, to 335/262, Office of this Paper.

REPRESENTATIVE, young, required for Scotland; to carry additional line; must be first-class Salesman with connexion in Wholesale and Retail Chemistry trade; to introduce new outstanding Proprietary product on commission. Address, with full particulars, stating age, area covered, etc., 72/16, Office of this Paper.

REPRESENTATIVES (Part-time), required to work Chemists' Sundries; good money can be earned by men with connexions in the following counties: Oxford, Bucks and Beds; Essex, Suffolk and Norfolk; Surrey and Sussex; and North London. 72/29, Office of this Paper.

SALES Representative required for Lancashire and Yorkshire in general requirements to the Veterinary Profession; existing connexion essential. Apply 335/249, Office of this Paper.

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QUALIFIED Lady experienced; desires permanency. 72/2, Office
of this Paper.

QUALIFIED lady, fully experienced Dispensing and Counter,
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QUALIFIED Manager (40), experienced, conscientious, desires
permanent position; town or country; good references; free
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When sending advertisements for any of the columns
of this Supplement, advertisers—as a guarantee of
good faith and not necessarily for publication—should
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QUALIFIED, single (56), now in quick Cash business; seeks change; all-round experience; good Dispenser, 72/46, Office of this Paper.

QUALIFIED (25) desires permanency; City or West End preferred; good references and West End experience; free one month. 72/32, Office of this Paper.

QUALIFIED (27), desires permanency; 10 years' varied experience; excellent references. Aston, "Wood House," Coalway, Coleford, Glos.

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QUALIFIED (23) requires position in London; good all-round experience, Dispensing, Counter, Toilets, Photography, Window-dressing; or willing to undertake Laboratory or Hospital work. 72/31, Office of this Paper.

UNQUALIFIED Lady, 14 years' experience in good Dispensing Pharmacy, desires part-time position; Sutton, Surrey, area or near. E. C. Vallins, 2 Broomloan Lane, Sutton.

UNQUALIFIED (30), single, good appearance, abstainer; seeks permanency; good Counter man, Window-dresser; knowledge of Truss, Belt Fitting. 72/18, Office of this Paper.

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YOUNG Lady, passed Apothecaries' Hall examination last July, also trained nurse, requires post as Dispenser, Chemist or Doctor. 68/1, Office of this Paper.

YOUNG Qualified man seeks situation, Retail or Manufacturing, preferably Manchester district. K. F. A., 36 Acacia Avenue, Hale, Cheshire.

LOCUMS SEEKING ENGAGEMENTS

CHEMIST, Locum, experienced; recommended; disengaged October 31; London or provinces, anywhere. Chemist, 18 King's Road, St. Leonards-on-Sea.

LOCUM or permanency (45), Hall, 5 ft. 6½ in.; fully experienced in Dispensing, Counter and Photographic; just disengaged; Chemists, Doctors or Hospitals. J. S., 195 Springfield Road, Chelmsford.

M.P.S., Experienced Locum; free after October 22; any district. Miss Smith, 8 Bull Ring, Shepshed, Leicestershire.

QUALIFIED Chemist, young, wishes part-time position; experienced, reliable; Locum London preferred. P.C.B. 297/24, Office of this Paper.

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IRELAND.—Young Qualified Irish Chemist, University trained, wishes to represent English Firm or Medical Propaganda work; excellent knowledge Therapeutics, Sera, etc.; gentlemanly appearance; well connected with Chemists and Doctors. 334/227, Office of this Paper.

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QUALIFIED and Degree, young, requires Laboratory, Works, Hospital; would consider high-class Retail in Midlands or London. 72/37, Office of this Paper.

REPRESENTATIVE, excellent connexion, West of England and Wales; own car; would consider agencies; commission and part expenses. 72/17, Office of this Paper.

REPRESENTATIVE, sound connexion Yorkshire and Northern Counties with Retail and Wholesale Chemists, Stores, seeks change; has own car; understands Sundries, Packed Goods and Toilets; trained Salesman; salary and expenses or commission and expenses. 71/11, Office of this Paper.

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COLONIAL, INDIAN AND FOREIGN

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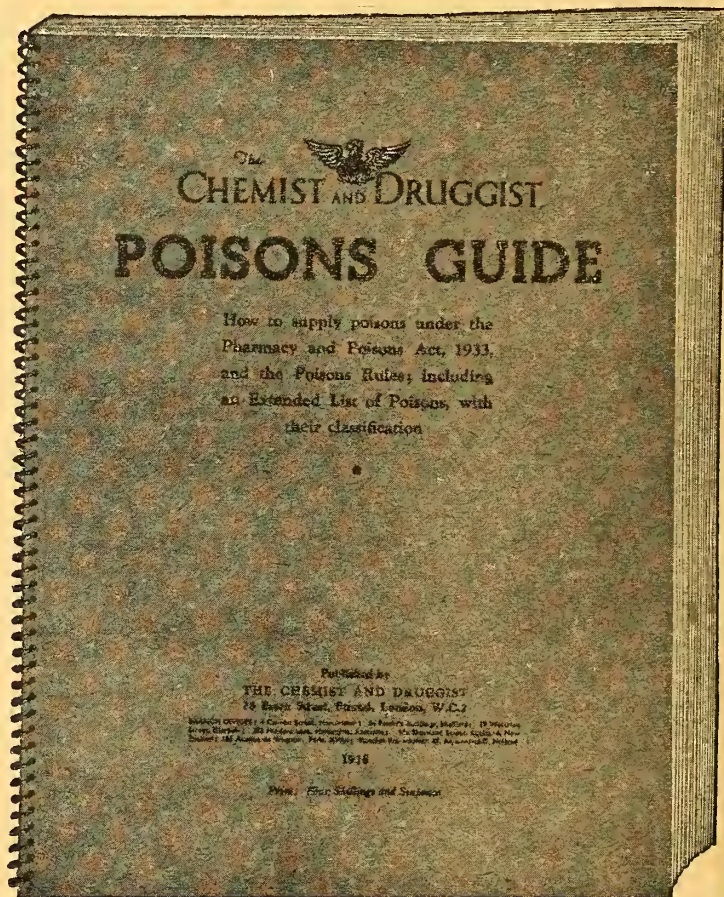
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